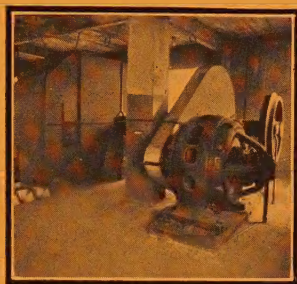


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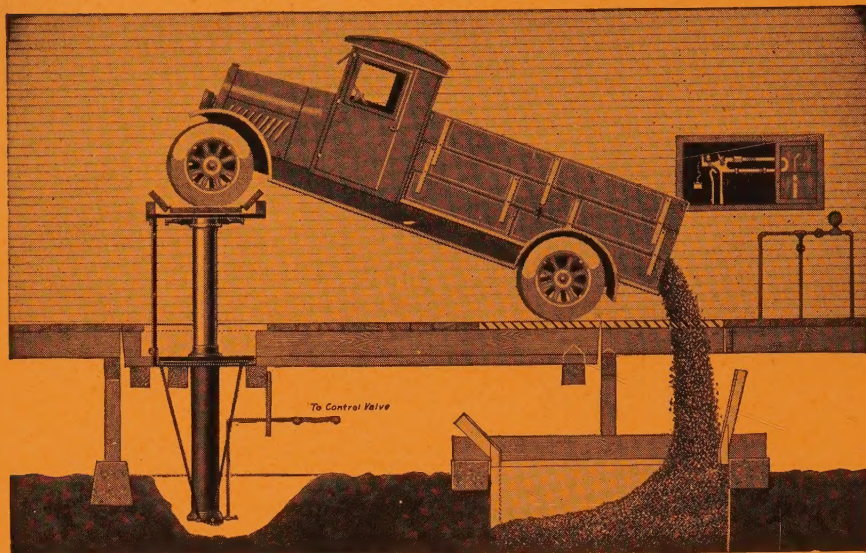
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PEORIA (Continued)

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Grain Dealers Journal

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A busy grain and milling center equipped to handle shipments promptly. A quick, active market featuring beans in addition to all grains. Any Grain Exchange member listed below is equipped to serve you.

Houlton Grain Co.

Wholesale Grain.
Get in touch with us.

O. M. Kellogg Grain Co.

Receivers shippers of all kinds of grain.

The Conley-Ross Grain Co.

Wholesale Grain.

Farmers Union Mlg. & Elev. Co.

Wholesale Grain and Feed.
38th and Wynkoop Sts.

The Ady & Crowe Mercantile Co.

Grain, Hay, Beans.

Rocky Mountain Grain Co.

Grain Merchants—Export and Domestic.

Note:—All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discounted by three disinterested members of the Exchange when discount is not provided for in the contract.

RECEIVERS, SHIPPERS AND BROKERS

Barnes-Ames Co.

GRAIN MERCHANTS

Duluth New York

E. H. BEER & CO., INC.

Successors to

Chas. England & Co., Inc.

GRAIN—HAY—SEEDS

Commission Merchants

308-310 Chamber of Commerce, Baltimore

STANDARD COMMISSION CO.

BROKERS

Grain, Mill Feed, Mixed Feed Ingredients

EXCHANGE BUILDING

MEMPHIS

WE BUY

SALVAGE GRAIN

and are in position to use any grade including the extreme wet, sour salvage

E. O. WHITE - Dana, Ind.

GORDON GRAIN CO.

CONSIGNMENT SPECIALISTS

ST. JOSEPH, MO.

L. W. FORBELL & CO.

Strictly Commission Merchants

Specialists in WHEAT, CORN, OATS

Consignments Solicited

340-342 Produce Exchange, NEW YORK, N. Y.

CHICK - FEEDS

Starting and Growing Mashers.

Emery Thierwechter Co.

Oak Harbor, Ohio

E. A. Grubbs Grain Co.

Milling Wheat Corn Oats

Wire for Prices

Greenville - Ohio

BUYERS AND SELLERS

of Grain Elevators. You can make your wants known quickly by advertising in the "Elevators for Sale and Wanted" columns.

Send Your Offerings to

THE ABEL-WHITMAN COMPANY, Inc.

Grain-Feed-Brokerage

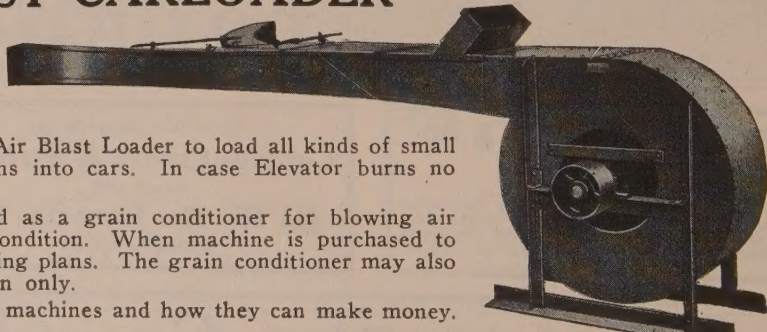
511 Produce Exchange, New York, N. Y.

THE BOSS AIR BLAST CARLOADER

Will load grain cars from your Elevator without scooping in the car, both ends of the car being loaded at the same time. The machine will not injure the grain because it does not pass through the fan. It will clean and raise the grade. We also build Portable Air Blast Loader to load all kinds of small grain, ear corn, cobs, etc., direct from wagons into cars. In case Elevator burns no time is lost.

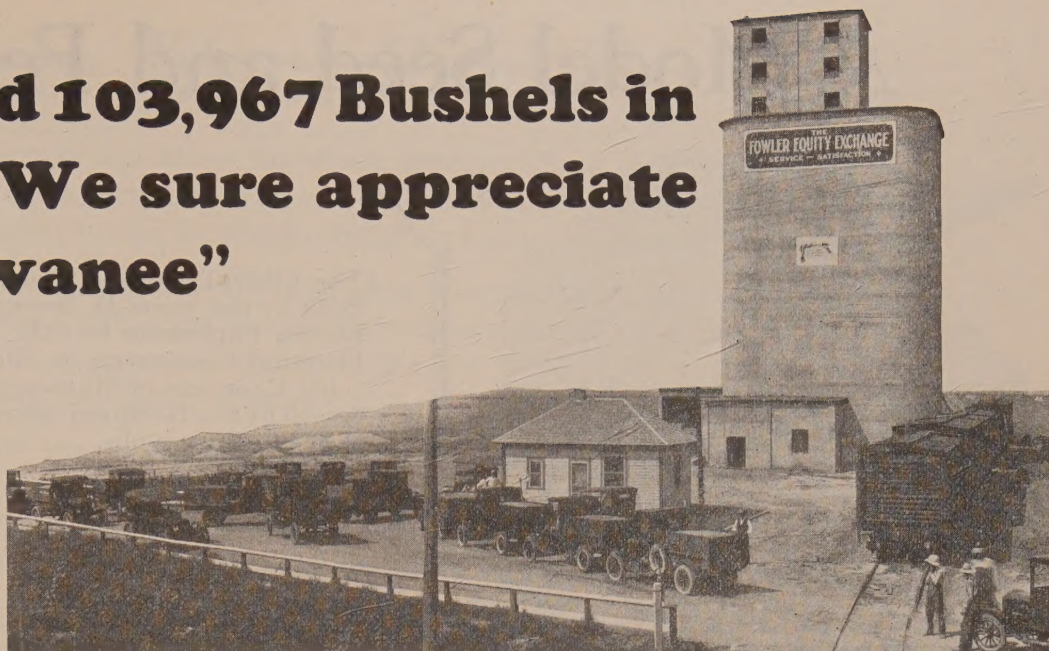
The Boss Air Blast Loader can also be used as a grain conditioner for blowing air through bins to cool and keep the grain in condition. When machine is purchased to serve this dual purpose we will furnish installing plans. The grain conditioner may also be installed for cooling and conditioning grain only.

Write for illustrated Catalog E. showing these machines and how they can make money.



MAROA MANUFACTURING CO., Dept. G, Maroa, Illinois

**"Dumped 103,967 Bushels in
3 days. We sure appreciate
our Kewanee"**



103,967 bushels means around 1,740 loads. So this **one Kewanee lift dumped an average of 580 loads per day.** That's fast work. It speaks volumes for the speed and ease with which a Kewanee works.

Kewanee

ALL STEEL TRUCK LIFT

REMEMBER!

In the Kewanee line there is a truck lift just right for every elevator—"from the best to be had to the lowest priced that is good."

And invariably you'll find that a Kewanee (installed and ready to use) **costs less than any other reliable device.**

Before buying get Kewanee's recommendations, specifications and price from us, or an authorized Kewanee representative.

Use Coupon for Details

**Kewanee Implement Company, 1201 Burlington Ave.,
Kewanee, Ill.**

Tell me about the Kewanee All Steel Truck Lift.

Name

Address

Exclusive features,—such as all steel construction, roller bearings, automatic structural steel "safety guard" on the Standard Models and the "wheel lock" on the Dump Scale Models—features found in no other truck dumping equipment *make Kewanee the finest that money can buy.*

The Fowler Equity Exchange

CAPITAL & SURPLUS \$75,000.00
E. O. FREY, MANAGER

FOWLER, KANSAS

February 11, 1928

Kewanee Implement Co.,
Kewanee, Ill.

Gentlemen:

Here's a photo of our 100,000 bushel Concrete Elevator, also a statement showing business done, which shows what good equipment does when properly installed and handled.

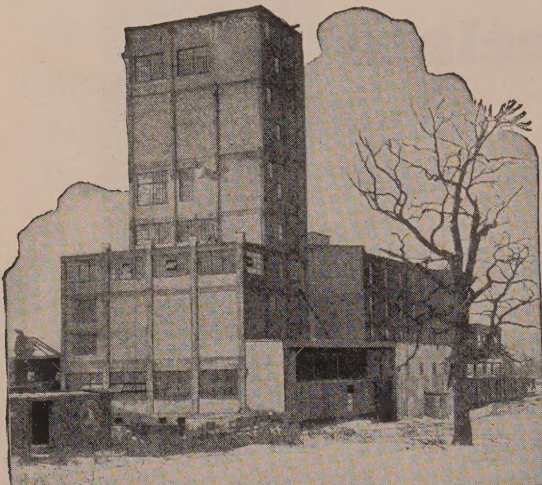
Notice that we handled 103,967 bu. of wheat in 3 days, all of which was handled over one Kewanee dump and a Fairbanks - Morse Truck Scale. You can realize how fast we had to operate this dump to handle that amount. We sure appreciate our Kewanee.

Yours truly

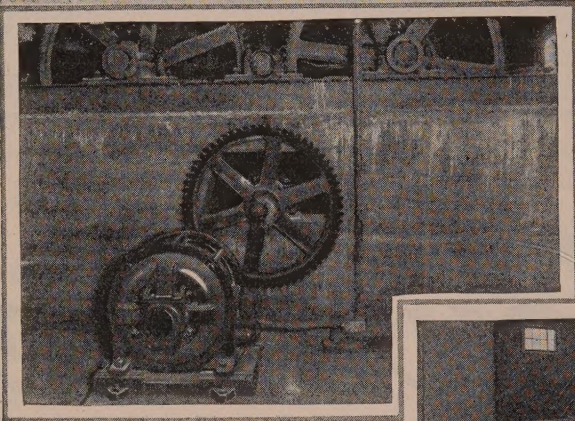
THE FOWLER EQUITY EXCHANGE

E. O. Frey
Manager

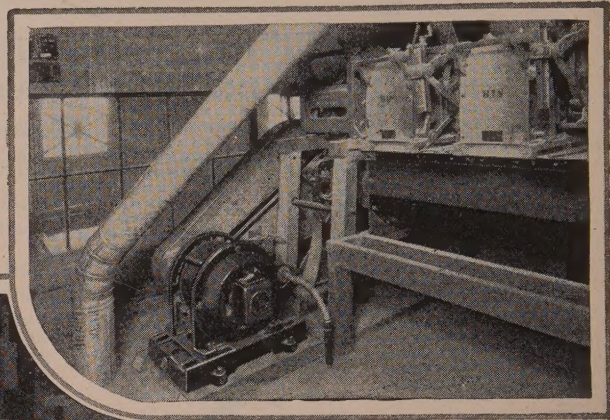
A Model Seed and Feed Plant



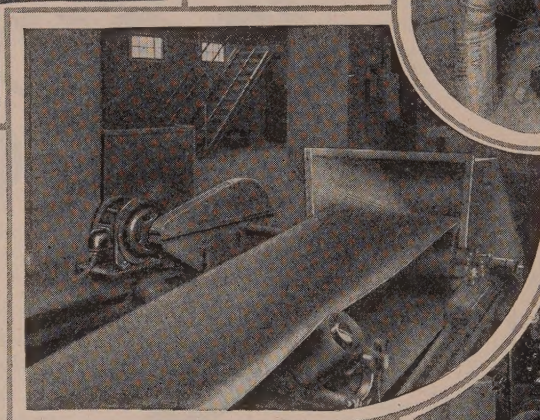
The Albert Dickinson Seed and Feed Plant.
Built by the James H. Brown Company.
Electric Equipment by G.E.
Electrical Contracting by The Sterling Electric Company of Minneapolis.
Served by the Northern States Power Company of Minneapolis.



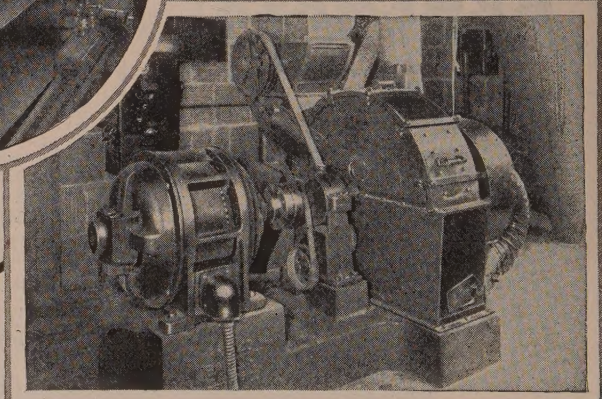
40-h.p., Type KT motor geared to the double-reel car puller (gear guard removed). The motor drives through a G-E Fabroil (non-metallic) pinion to reduce noise and to increase the life of the gear drive



10-h.p., Type FTR motor driving two lines of feeders—each line containing 28 feeders



5-h.p., Type FTR motor driving receiving belt-conveyor through Link Belt silent chain



60-h.p., Type KT motor and auto-transformer compensator operating Barnum grinder

Apply the proper G-E motor and the correct G-E controller to a specific task, following the recommendations of G-E specialists in electric drive, and you have G-E Motorized Power. Built in or otherwise connected to all types of industrial machines, G-E Motorized Power provides lasting assurance that you have purchased the best.



Motorized Power
—fitted to every need

GENERAL

GENERAL ELECTRIC COMPANY, SCHENECTADY, N. Y.

Completely Electrified by G.E.

This plant of the Albert Dickinson Seed and Feed Company, of Minneapolis, sets a new standard in the industry—and is a worthy addition to the long list of grain-handling plants electrified by G.E.

Scientific construction of the building, discriminating selection of machinery, and ingenious electrification combine to give this plant a capacity equal to that of the old plant—and with but one-fourth the former floor space.

Much of the machinery, such as screw and feeder conveyors, mixers, etc., which often must be started under load, offered ideal applications for General Electric's high-torque, double-squirrel-cage motors—Type FTR. The use of FTR motors obviates the necessity of applying oversize motors to take care of high starting torque.

In addition motors are mounted on or very close to cleaners; motors and machinery are protected from "choke-ups" by sensitive thermal overload relays; push-button stations are mounted on or near machines; all control is housed in dust-tight, fire-proof rooms; provision is made for the operation of considerable machinery on the small lighting transformers during partial plant operation.

There is a G-E engineer, trained in the problems of the grain-handling industry, in your nearest G-E office. Call upon him for all information.



Interior view of transformer and control vault. This substation is the most modern of its kind



Neat and compact installation of push-button stations located conveniently near mixers and cleaners

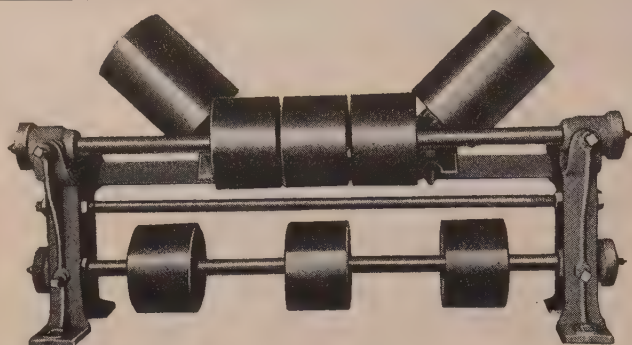


Note the inexpensive tile-construction of the dust-tight, fire-proof control rooms

Interior of one of the dust-tight, fire-proof control rooms. The placing of the control in these rooms permits the use of safety type fused switches for each electrical circuit

200-82

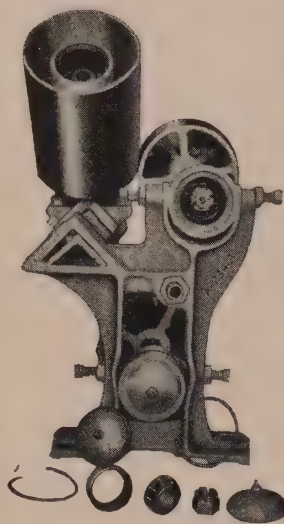
E L E C T R I C
SALES OFFICES IN PRINCIPAL CITIES



CONVEYING EQUIPMENT

Equipped with

TIMKEN ROLLER BEARINGS



IT IS now possible to secure more efficient conveying equipment. It is manufactured by "Ehrsam" and equipped with Timken roller bearings. This type of conveying equipment makes for greatly increased economy and efficiency in operation.

veying equipment makes for greatly increased economy and efficiency in operation.

"EHRSAM"

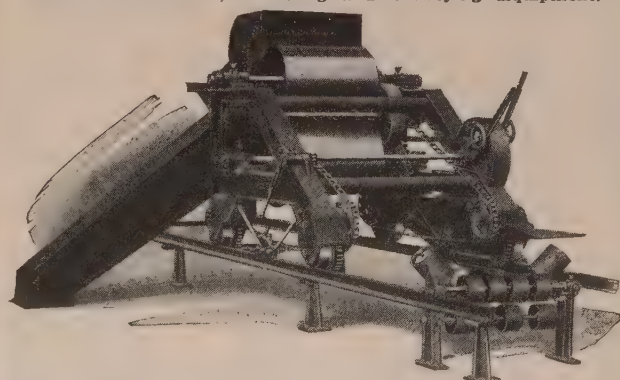
Grain Handling & Milling Equipment

Ehrsam manufactures a complete line of grain handling and milling equipment. For over fifty years they have pioneered in equipment of this type. This insures complete satisfaction when ordering Ehrsam equipment.

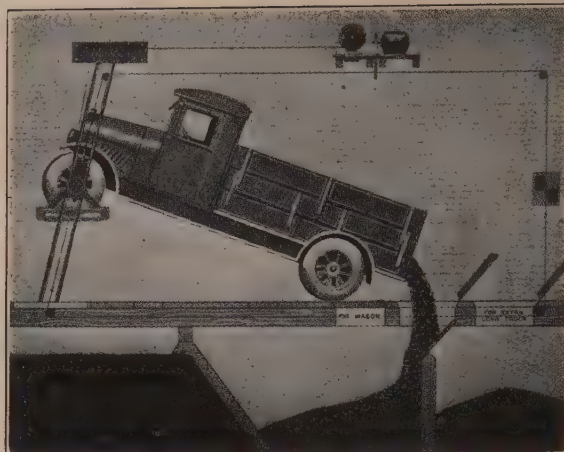
J. B. Ehrsam & Sons Mfg. Co.

ENTERPRISE, KANSAS

Manufacturers of Machinery for Flour Mills; Grain Elevators; Cement Plaster Mills; Salt Plants; Coal Handling and Rock Crushing Systems; Fertilizer Factories; Power Transmission, Elevating and Conveying Equipment.



The illustration shows the Ehrsam heavy duty self-propelling tripper. Equipped with roller bearings or collar oiling bearings and either worm gear or friction drive. A very efficient machine.



Van Ness Electric Truck and Wagon Lift

The Dump that is Automatically controlled and can be installed at an extremely low cost.

Is built of high grade material and solid construction and guaranteed to take care of any size wagon or truck. Write us for prices.

Manufactured and sold by the

VAN NESS CONSTRUCTION CO.

Omaha, Nebraska



A 100% Exterminator

The Safe Fumigant for
Grain Elevators--Seed Warehouses
Flour Mills--Private Residences

Non-Inflammable
Non-Explosive

Sanctioned by Mutual Fire Prevention Bureau
Information Including Technical Papers on Request

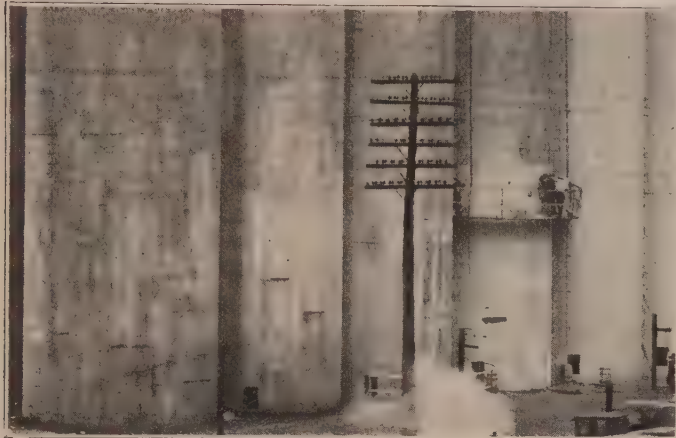
INNIS, SPEIDEN & CO.
INCORPORATED
46 CLIFF STREET, NEW YORK.

Selling Agents for ISCO CHEMICAL CO.

Authorized Distributors Who Intelligently
Handle Your Problems

Furniture Fumigation Co., 538 W. Pershing Rd., Chicago, Ill.
Twin City Exterminating Co.,
2399 University Ave., W., St. Paul, Minn.
Safe-Way Exterminating Co., 429 Franklin St., Detroit, Mich.
Twin Ports Exterminating Co., 1911 23d St., Superior, Wis.
Bode Furniture Fumigation Co.,
2191 Western Ave., Cincinnati, O.

Territories are open for active responsible distributors



Showing condition of storage tanks before and after use of my guaranteed process.

Concrete Elevators Chimneys, Exterior Walls

Railroad Cement Bridge Work

REPAIRED BY MY

Guaranteed Process

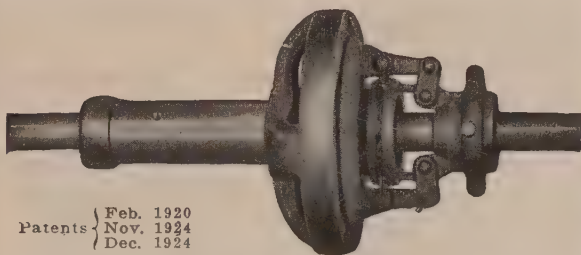
Correspondence Solicited

PETER DROLSHAGEN

P. O. Box 944

Chicago, Ill.

25 years in successful operation. Hundreds of highest class testimonials and satisfied customers



Patents { Feb. 1920
Nov. 1924
Dec. 1924

THE BEYL

Maximum Power—Minimum Cost

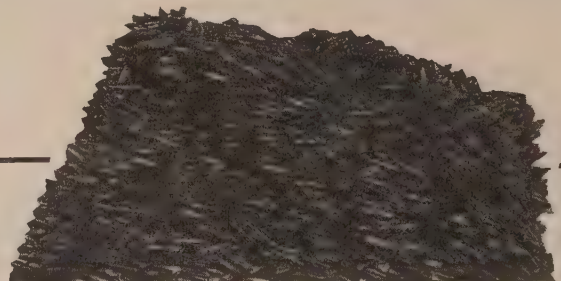
The Beyl is the most popular Clutch of today. Why? Because every owner is a Booster. One Beyl Clutch in a new field resells itself many times.

The New Beyl with its Hyatt Industrial Roller Bearing Sleeve is described in "Motorize Correctly." Write us for your copy. It tells how the Northwest is now eliminating Friction and Fire Hazards. The method is thoroughly endorsed by every Insurance Company interested in an elevator.

Link Belt Supply Co.

Minneapolis - Minnesota

Manufacturers of Hyatt Equipped Grain Elevator Transmission



Oats burned black in elevator bin

The Penalty of Guessing

These oats would have been saved if a Zeleny System had been protecting them. Loss of grain from heating is the one problem that the superintendent is always confronted with and he spends a lot of time unnecessarily handling grain to determine its condition.

The Zeleny Thermometer System is dependable, accurate and reliable and the superintendent always knows the condition of the contents of any bin in which it is installed.

Those who operate their elevators with it can always smile and it's "A smile of satisfaction." Install a Zeleny System and smile with them.

Estimates cheerfully given. Write us

Zeleny Thermometer Co.

542 S. Dearborn St.

Chicago, Ill.

MOHAWK



RUBBER BELTING

For many years the Standard Belting for elevators. Specify this belting when contracting to build or remodel. Demand it when ordering direct.

Hewitt-Gutta Percha Rubber Corporation

A Consolidation of the

Hewitt Rubber Company

and

The Gutta Percha & Rubber Mfg. Co.

Executive Offices and Factory at Buffalo, N. Y.

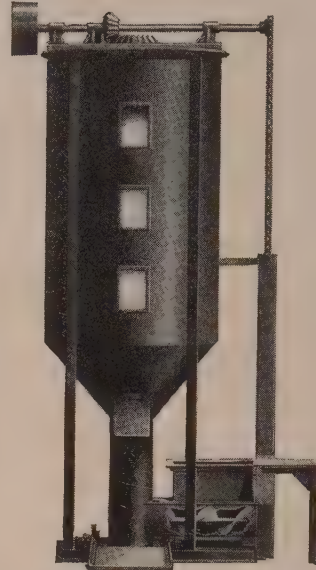
BRANCHES

Chicago
Pittsburgh
Denver

New York
Boston
Philadelphia

Salt Lake City
El Paso
Los Angeles

HAINES COMBINATION MIXER



For the accurate and rapid mixing of dry feeds for stock and poultry.

All steel construction—requires minimum floor space and power — shipped ready to operate.

Convenient — Durable — Efficient.

**SALES
REPRESENTATIVES
WANTED**

THE GRAIN MACHINERY CO.

Marion, Ohio



WINTER'S

Universal Elevator Drive

Operates direct on head shaft.

Self-Oiled, Self Aligned and requires no attention.

Equipped with Timkin anti-friction roller bearings.

Guide Rock, Neb., December 2, 1927.

Clow-Winter Mfg. Co.,
Minneapolis, Minn.

I have been using one of your Winter's Universal Drives for some time and it sure is giving good service. It is far better than any chain or belt Drive.

I have not had one bit of trouble with it; my leg carreis eighteen hundred bushels per hour using a five-horsepower motor—L. W. ELY.

No Chains to Break—No Belts to Slip

CLOW-WINTER MFG. CO.

614 Metropolitan Life Building

Minneapolis, Minn.



DAY Dust Collectors

have been standard equipment in better grain elevators for over forty years.

There's a Reason

The Day Company

Dust Collecting Engineers

1023-5 Lyndale Ave., N. Minneapolis, Minn.



The Atlas Car Mover

The Car Mover With Power

When you put an Atlas under the wheels of a car there is never a question about moving it.

Compound Action Fully Guaranteed

The Best Car Mover on Earth

APPLETON CAR MOVER COMPANY

Appleton, Wisconsin

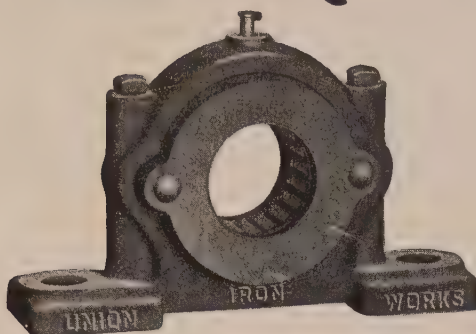
IMPORTANT

ANNOUNCING

IMPORTANT

HYATT ROLLER BEARING

WESTERN
SHELLERS AND CLEANERS
AND
LINE SHAFT EQUIPMENT



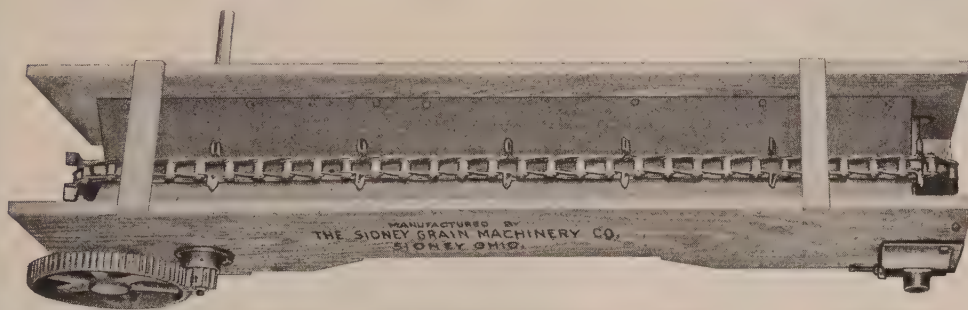
HYATT ROLLER BEARING
—PILLOW BLOCK—

WRITE FOR CIRCULAR GIVING COMPLETE DATA

UNION IRON WORKS, DECATUR, ILL.

SIDNEY POWER FEEDER

for use on any hammer mill on all kinds of grain. Will increase capacity of your grinder and reduce labor costs.



Any length furnished;
special reducing gears;
take up bearings; metal
trough.

High in Quality—Low
in Price.

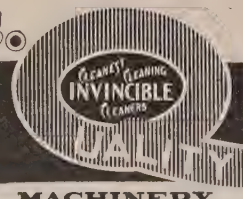
**SIDNEY
GRAIN MACHINERY
COMPANY**
Sidney, Ohio

**“Eureka - Invincible” Grain & Seed Cleaners
and Feed Manufacturing Equipment**

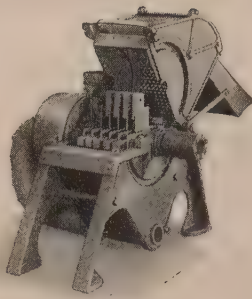
S. HOWES CO., Inc.

INVINCIBLE GRAIN CLEANER CO.

SILVER CREEK, N.Y.



“EUREKA” - “INVINCIBLE” GRAIN CLEANING MACHINERY



Distributors Wanted

AJACS Feed Grinders

are unexcelled for grain elevator or feed mill use. Remarkable capacities are being secured by users. Write for full details.

Manufactured by

A. E. Jacobson Machine Works, Inc.

1084 Tenth Ave. S. E.

Minneapolis, Minn.



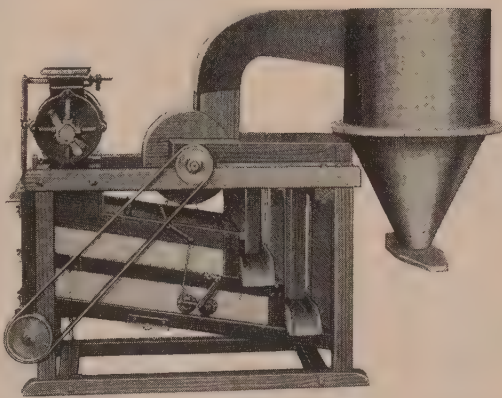
The
Genuine

Humphrey
Employees'
Elevator

Saves Labor
Write

Humphrey
Elevator Co.

900 Division St. Faribault, Minn.



HAINES CONCENTRATED DISC MILL

A grinding machine, a cutting machine, a grader and an aspirator combined in one.

An indispensable unit for every elevator, mill and feed house.

Compact — efficient — inexpensive.

Write for Bulletin G-10.

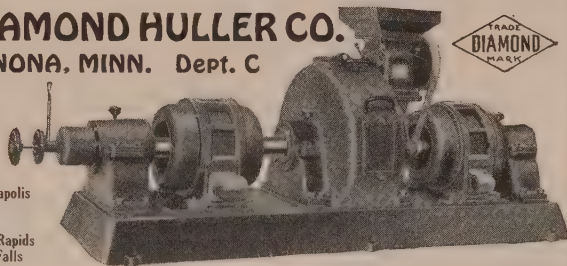
THE GRAIN MACHINERY CO.
MARION, OHIO

SALES REPRESENTATIVES WANTED

DIAMOND HULLER CO.

WINONA, MINN. Dept. C

Minneapolis
Omaha
 Fargo
 Cedar Rapids
 Great Falls



Ask for our large, illustrated Catalog and complete descriptions of Diamond Mills

Costs You Nothing

To Ask About DIAMOND Ball Bearing Attrition MILLS

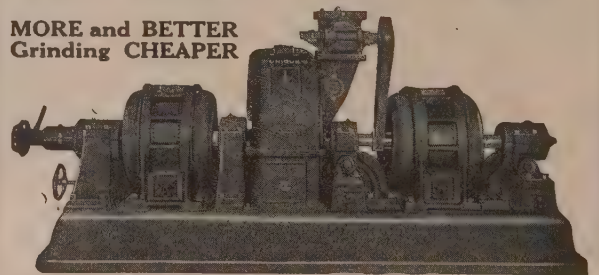
to make — PROFITS — and maintain the best Grinding Service in your community. DIAMOND Mills are made for this purpose — **but ask us about them.** A request on your letterhead will bring the new, illustrated DIAMOND Mills Book presenting the complete story.

Asking is the easiest way to find out how DIAMOND Ball Bearing Attrition Mills will fit in with the plans you are making for your new plant. It doesn't make any difference what kind of a plant you have now. The main thing is, you want it

*For Greatest Profit In
Feed Grinding, Employ The*

UNIQUE BALL BEARING ATTRITION MILL

**MORE and BETTER
Grinding CHEAPER**



The patented curved arm runnerhead admits of producing a greater volume of grinding.

The tramming device insures uniformity of products at all times.

The improved grinding plates—the high grade ball bearings—and the general substantial construction insure that this increased amount of uniform grinding will be done at the lowest possible cost for general maintenance.

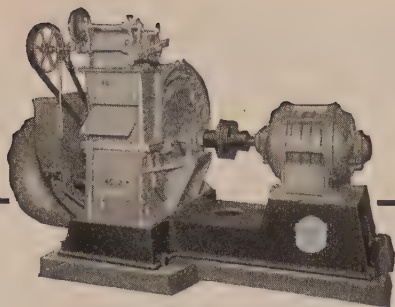
We shall be glad to send you complete description on request. Write us.

ROBINSON MFG. CO.

42 Robinson Bldg.

MUNCY, PA.

CHICAGO OFFICE—222 W. ADAMS STREET



America's Leading Hammer Mill

The **GRUENDLER** of today is the greatest **GRUENDLER** ever built. Highest capacity per horsepower ever obtained in any grinding machinery. Positive automatic feeder and tramp iron catcher. Quick change of screens while machine is in operation. Adjustable for coarse or fine grinding.

All grinding parts can be replaced or taken out without removing the feeder or top. Solid base and large ball bearings assure absolute protection against shut down.

Write for Bulletin on latest **GRUENDLER** Feed Mills

Gruendler Patent Crusher & Pulverizer Co.
1103 Landreth Bldg. St. Louis, Mo.

Established
1878

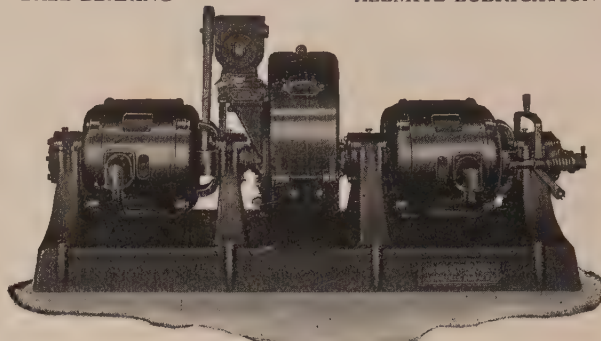
Bauer

Established
1878

ATTRITION MILLS

BALL BEARING

ALEMITE LUBRICATION



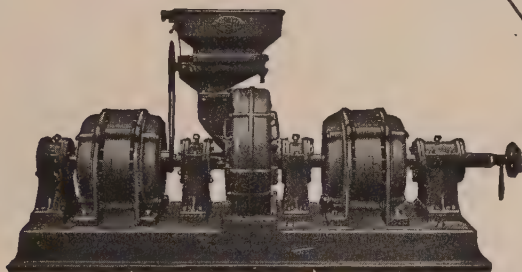
BELT AND MOTOR DRIVE

SEVEN SIZES

Interior easily accessible. Automatic quick release, pressure relief springs.
Feeder is ball bearing, noiseless, has bronze gear with hardened steel worm.
Suspended motor construction. Rotor and stator always centered. Ammeter with all Motor Mills.
We also build the "Bauer" Hammer Mill.

Write for Catalog

The BAUER BROS. CO.
SPRINGFIELD OHIO



Imagine an income being an inconvenience

Just between ourselves, we can't imagine anything like that,—but one of our miller friends told us the other day, he had made so much money from his Munson Attrition Mill that it was a nuisance making out his income tax.

We don't imagine anyone **really** dislikes making money and would appreciate an opportunity of showing you how Munson mills really do make money for other millers

The coupon is for your convenience.

Munson Mill Machinery Co., Inc.

Established 1825

Utica, N. Y.

Representatives: Strong-Scott Mfg. Co., Minneapolis, Minn.; F. J. Conrad, Cedar Rapids, Ia.;
A. D. Hughes & Co., Wayland, Mich.; Duplex Mill & Mfg. Co., Springfield, O.

MUNSON MILL MACHINERY CO.,
210 Seeward Ave., Utica, N. Y.

Gentlemen:
Without obligating us, send literature showing how Munsons make larger profits.

Name

Address

G D-328

Have You Adequate Weighing Facilities?

You are gambling with your profits if you haven't, because neither receiver nor carrier will recognize your weights unless you can demonstrate the adequacy of your equipment.

RICHARDSON AUTOMATIC GRAIN SCALES

are adequate because they can, when correctly operated, be found to

1. Check, with inimitable closeness, with the finest supervised carload hopper scales in same elevator.
2. Check with finest known tolerance for cross town movements with supervised honestly-operated Hopper or Track scales on cross town cars.
3. Check with supervised honestly-operated Carload hopper scales at distant terminal within the same tolerance allowed between two carload hopper scales at two of the best markets, provided no leakage, theft or transfer occurs en route.

Equip for honest weighing and get all that's rightfully yours!

RICHARDSON SCALE COMPANY

Clifton, New Jersey

CHICAGO

WICHITA

OMAHA

MINNEAPOLIS

Cover's Dust Protector

Rubber Protector, \$2.00
Sent postpaid on receipt
of price; or on trial to re-
sponsible parties. Has auto-
matic valve and fine sponge.
H. S. COVER
Box 404 South Bend, Ind.



Certain Departments

in this number of the GRAIN DEALERS JOURNAL are especially interesting. After you have read them, consider carefully whether you are not better off with the twenty-four numbers of the Journal, on your desk, or the \$2.00 in your pocket.

GRAIN ELEVATOR BUILDERS

GRAIN and COAL ELEVATORS
T. E. IBBERSON CO.
CONTRACTING ENGINEERS
MINNEAPOLIS, MINN.

L. J. McMILLIN
Engineer and Contractor of
GRAIN ELEVATORS
Any Size or Capacity
523 Board of Trade Bldg., Indianapolis, Ind.

The Star Engineering Company

Specialists In

Grain Elevator Construction

Our elevators stand every test
Appearance, Strength, Durabil-
ity and Economy of Operation

Estimates and information promptly furnished

Wichita, Kansas

CRAMER BUILT

elevators have won the con-
fidence of discriminating grain
dealers for long and economical
service.

W. H. CRAMER
CONSTRUCTION CO.
North Platte, Nebr.

Plans and Specifications Furnished

**McKENZIE CONSTRUCTION
COMPANY**
Engineers Contractors
GRAIN ELEVATORS COAL POCKETS
Metropolitan Life Bldg. Minneapolis, Minn.

Elevators, Mills, Warehouses
Designed, Built, Repaired
Estimates Cheerfully Furnished
HOGENSON CONSTRUCTION CO.
Corn Exchange Minneapolis, Minn.

GRAIN ELEVATOR BUILDERS

RELIANCE Construction Co.

Board of Trade, Indianapolis

Designers and Constructors
of the better class of grain elevators
—concrete or wood

Younglove Construction Company

Grain Elevators, Transfer Houses,
Coal Pockets, Feed Plants
Wood or Fireproof Construction

**"If Better Elevators are Built
They will STILL be Youngloves"**

SPECIALIZING
Concrete Pits that ARE Waterproof

418 Iowa Bldg.,
Sioux City, Iowa

Box 1172
Fargo, N. Dak.

THE VALUE

OF AN ADVERTISEMENT

Depends upon placing it before the
right persons. You can get your adver-
tisements before the grain dealers of the
country by using this space.



Patented

Folwell-Sinks Form Lifting

Jacks and Steel Yokes

for Grain Elevator, Silo
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NELSON MACHINE CO.

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Elevators
Corn Mills
Warehouses
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Modern Mills, Elevators
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SPRINGFIELD, MO.

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It Pays to Plan Before You Build

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Grain Elevators a Specialty

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It is the returns from advertising that
permits the maximum of service to our
readers. Please specify the
Grain Dealers Journal
when writing an advertiser



OUR IMPROVED ELEVATOR EQUIPMENT
gives most satisfaction to the user, eas-
iest installed and best for the contractor.
Write for information and quotations.

Operated by
The Eastern Grain,
Mill and Elevator
Corporation



Concrete-Central
Elevator, Buffalo,
N. Y.
Capacity
4,500,000 Bushels

Designed and Built by

Monarch Engineering Company

Buffalo, N. Y.

Capacity
5,000,000
Bushels



Equipped with
Four Stewart
Link-Belt
Grain Car
Unloaders

PENNSYLVANIA RAILROAD ELEVATOR AT BALTIMORE

JAMES STEWART CORPORATION

ENGINEERS AND CONTRACTORS

W. R. SINKS,
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FISHER BUILDING—343 S. DEARBORN ST.
CHICAGO, ILLINOIS

THOMAS D. BUDD,
VICE PRESIDENT



One of Several Elevators

Designed and Built by us Throughout Canada

The More Recent are

The Reliance Terminal Elevator	Port Arthur
The Jas. Richardson & Sons Elev.	Port Arthur
The Northwestern Elevator	Fort William
The Great Lakes Elevator	Owen Sound

THE BARNETT-McQUEEN CONSTN. CO., LIMITED

Designers and Builders of Grain Elevators

Fort William, Ont.

Duluth

Minneapolis, Minn.

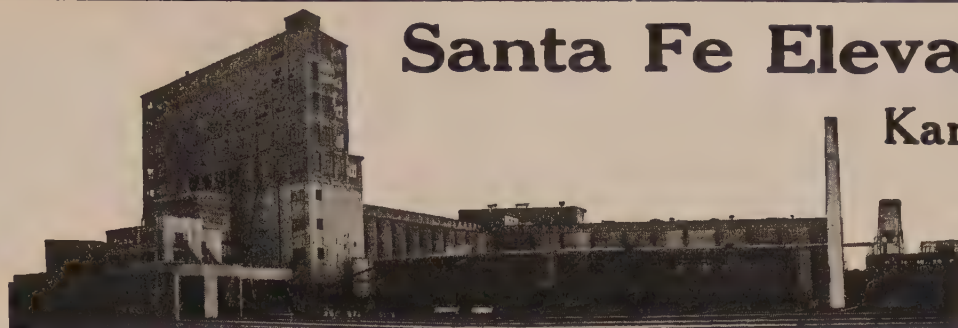


FOLWELL-AHLISKOG COMPANY

Engineers and Constructors

323 North Michigan Avenue
CHICAGO, ILLINOIS, U. S. A.

3,000,000 Bushel Concrete Grain Elevator
Designed and Built for
A. E. Staley Mfg. Co., Decatur, Ill.



Santa Fe Elevator "A"

Kansas City, Kans.

Capacity
6,500,000 Bushels

John S. Metcalf Co.

Grain Elevator Engineers and Constructors

111 W. Jackson Blvd., Chicago 434 St. Francois Xavier St., Montreal 837 W. Hastings St., Vancouver, B. C.
33 Henrietta Street, Strand, London, England



Enid Terminal Elevator Co.

Enid, Oklahoma

Capacity, 1,100,000 bushels

An exact duplicate of this elevator was
also designed and built by us for

Southwest Elevator Co., Enid, Okla.

Jones-Hettelsater Construction Co.

Grain Elevators—Flour and Feed Mills

708-9 Mutual Building

Kansas City, Mo.



The Baltimore & Ohio R. R. Co.'s
Baltimore, Md.

Terminal Grain Elevator

Capacity 3,800,000 Bushels

*The Most Rapid Grain Handling
Plant in the World*

Constructed by

THE M. A. LONG CO.

Engineers and Constructors

Grain Elevator Department

The Long Bldg. - Baltimore, Md.
Postal Tel. Bldg. - Chicago, Ill.

FEGLES CONSTRUCTION CO., Ltd.

Engineers — Constructors

Fort William, Ont.

Minneapolis, Minn.



N. M. Paterson Co., Ltd.

2,500,000 Bu. Elevator

Fort William, Ont.

DESIGNED for the years
ahead—an advance we propose
to maintain.

Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE.

ILLINOIS—60,000 bu. concrete elevator for sale, electrically equipped. Address Farmers Elevator Co., Mansfield, Ill.

SOUTHWESTERN IOWA—We have several elevators for sale at the right price. Plenty of good corn. Address 60E2, Grain Dealers Journal, Chicago, Ill.

CENTRAL ILLINOIS—Modern 40,000 bu. capacity elevator and 25,000 bu. capacity crib and small grain combined. Also tenant house, office, scales, etc. On leased ground. Priced to sell. Possession at once. Write 59Z6, Grain Dealers Journal, Chicago, Ill.

KANSAS—75,000-bu. elevator, warehouse and feed mill; large established trade; located in one of the best cities in Kansas. Terms—trade. 60C15, Grain Dealers Journal, Chicago, Ill.

CHOOSE YOUR ELEVATOR from the many offered. Insert an advertisement in the "Elevators Wanted" column of the Grain Dealers Journal, and select one at a satisfactory price and station.

KANSAS—One 8,000 bu. ironclad and one 20,000 bu. ironclad elevator with warehouse. Individual motor equipment. Good grain and feed business. Address M. A. Bosse, 918 No. Rutan, Wichita, Kansas.

NEBRASKA—Have a 50,000 bu. cribbed elevator doing a good cash feed business of \$4500 to \$6000 a month and about 80-125 cars of grain a year. Price is \$10,000.00. Address 60A12, Grain Dealers Journal, Chicago, Ill.

IF YOU DO NOT find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

KANSAS—10,000 bu. grain elevator for sale; small flour mill in connection; will sell with or without flour machinery; electric power; located in county seat in S. E. Kansas. No competitor; three railroads. Write 60D13, Grain Dealers Journal, Chicago, Ill.

SOUTHEAST ALABAMA—Modern 12,000 bu. grain elevator, grist mill, chop mill and feed mill. Good live business, no competition, located on A. C. L. RR. Also modern residence and two acres of ground adjoining elevator. Address 60F14, Grain Dealers Journal, Chicago.

FOR SALE AT ALPHA, MINN.

All of our elevator properties, consisting of two elevators, coal sheds, salt house, flour house, corn crib and offices together with office equipment used in connection. Priced to sell. Address Farmers Co-op. Society, John Waswo, Sec'y, Alpha, Minn.

EASTERN KANSAS—20,000-bu. cribbed elevator, 60 miles from Kansas City, in good town of 1,500. Electric power; hopper scales; sheller; cleaner; grinder; manlift; office and scales detached. Coal business included. All in good condition. Excellent corn crop and large wheat acreage. Liberal terms. Selling on account of age. Address 60C7, Grain Dealers Journal, Chicago, Ill.

ELEVATORS FOR SALE.

ILLINOIS—30,000 bu. elevator at Block, Ill., on the C. & E. I. R. R. Price \$6,000.00 cash. Address A. G. Cole, Sidney, Ill.

KANSAS—Three good elevators, all within distance of 20 miles, on main line road in Western Kansas wheat territory. Address 60F3, Grain Dealers Journal, Chicago, Ill.

CENTRAL ILLINOIS—20,000 bu. cribbed elevator in excellent condition, doing good business. \$8,000 if taken quickly, good terms. Address 59W22, Grain Dealers Journal, Chicago, Ill.

MONTANA—25,000 bu. cribbed elevator, feed mill, coal sheds, warehouse. Good location, in heart of million dollar irrigation project. "A location with a future." Write for particulars. Kyle Jones, Bynum, Montana.

NEBRASKA—85,000 bu. terminal elevator in Eastern Nebraska; concrete cylindrical tank construction; electrically equipped; modern throughout. No incumbrances—terms. Address 60D12, Grain Dealers Journal, Chicago, Ill.

N. E. SOUTH DAKOTA—Elevator, flour and coal sheds. Best location, good territory. Also modern six-room residence, full basement, enclosed porch, trees. Price \$11,500, if taken soon. Address A. Hendrickson, Veblen, S. D.

KANSAS—On account of health the owner will sell 12,000-bu. iron clad elevator, also small flour mill fully equipped, Jay Bee hammer mill, Nordyke-Marmon three high rolls, Baker ice machine and ice storage, 300-ton coal storage, barn and five lots. Electric power. Only grain and ice business in town of 750. Over 150,000 bu. of grain shipped in past six months. Address 60C9, Grain Dealers Journal, Chicago, Ill.

ILLINOIS—Two elevators for sale at good adjoining stations 6 miles apart on C. B. & Q. 25,000 bu. cribbed iron clad; electric power; loading scale; cement and feed warehouse; 5 coal bins; good competition.

16,000 bu. cribbed; metal roof; new electric power; remodeled in 1927; in good condition; on private property; no competition.

Either station a good proposition but handled together will bring exceptional returns. Must sell account of health. Price and terms reasonable. R. P. Miner & Co., Alexis, Ill.

ELEVATOR SITE FOR SALE.

INDIANA site with concrete foundation and driveway for elevator at Nickel Siding on the Nickel Plate R. R. for sale at a bargain. My house which was burned handled last year 82,000 bus. of grain, 10 cars of coal, 6 cars mill-feed, 5 cars fertilizer, 25 cars hay and straw and some seeds, besides collecting over \$1,000 for grinding feed. Usually this station will ship 100,000 bus. of grain; no elevator here now. Nearly new 5 rooms and bath stucco residence with concrete basement, furnace heat and electric lights, large front and back porch enclosed; an acre and an eighth of ground, berry patch, peach trees, grape vines, chicken house 14x20, one car garage, warehouse 40x60 with concrete floor. Terms reasonable. Address E. K. Sowash, Crown Point, Ind.

ELEVATORS FOR SALE.

FAULKNER, IOWA—20,000 bu. farmers elevator and modern residence for sale, located in good farming territory. All buildings in good condition. Can give possession Sept. 1, 1928. Frank J. Hayes, R. 1, Ackley, Iowa.

ELEVATOR FOR SALE OR RENT

EAST CENTRAL ILLINOIS—35,000 bu. well equipped grain elevator; one other privately owned elevator at station. Annual business of station about 500,000 bushels. Address 59P9 Grain Dealers Journal, Chicago, Illinois.

ELEVATOR FOR SALE OR LEASE

OHIO—10,000 bushel capacity, electric power. Selling on account of sickness. Write H. Townsend, North Lewisburg, Ohio.

ELEVATORS WANTED

WANT TO BUY elevator in eastern Kansas, Nebraska or Western Iowa. Will pay cash. Address D. L. Anderson, Vermillion, Kansas.

WANTED—To buy or lease an elevator in Kansas. Must be good point and have the volume of grain. State all particulars in letter. Address 60F6, Grain Dealers Journal, Chicago.

HAVE A FARM of 240 acres in Mitchell Co., Iowa, highly improved, as good a farm as you will find in the state. Want to trade for a grain business in Iowa or Illinois. Address 60E12, Grain Dealers Journal, Chicago, Ill.

WANT TO LEASE an elevator in north central Illinois or Iowa. Station must handle a good volume of business. Have had 30 years' experience in the grain business. Address 60E11, Grain Dealers Journal, Chicago, Ill.

ELEVATOR WANTED in Kansas, Missouri or Nebraska. Will exchange property in Lawrence, Kansas, or farm in Southern Kansas or both for good elevator handling volume of grain, or will exchange irrigated land in Rio Grande Valley near Weslaco, Texas. Address G. G. Wiechen, General Delivery, Weslaco, Texas.

ELEVATOR BROKERS.

ALWAYS HAVE ELEVATORS for sale. To save time, please state amount you wish to invest and location you prefer. James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

YOU MAY BE MISSING SOMETHING.

AN ILLINOIS elevator company running a 3 line ad in one issue says: "We had 25 applications from that ad. Thank you."

MILLS FOR SALE.

FOR SALE—Two feed mills each located in good dairy and feeding community, both money makers. Address 60E3, Grain Dealers Journal, Chicago, Ill.

MILLING IN TRANSIT FEED MILL

Storage for 65,000 bus. bulk grain; 21,800 sq. ft. warehouse room; all machinery for feed; no flour milled. Main line Erie R. R., private switch with track scale, best of service. Big chance to buy this plant very cheap, on easy terms. Address Empire Mills, Olean, N. Y.

COMPETENT AND EXPERIENCED elevator managers, foremen, bookkeepers, auditors, second men and solicitors can easily and quickly be found through an ad in the "Help Wanted" columns of the Grain Dealers Journal, Chicago, Ill.

BUSINESS OPPORTUNITIES.

MINNESOTA—Grain, coal and implement business for sale in good live town. Address 60C17, Grain Dealers Journal, Chicago, Ill.

OHIO—136 acres of good land near Utica at \$45 per acre. Will trade for grain elevator in Northern Ohio. Write Max Alsdorf, Utica, O.

FOR SALE OR TRADE—Best switch property in city and fine warehouse centrally located in Moplin, Mo. Address 60F15, Grain Dealers Journal, Chicago, Ill.

NORTH CENTRAL ILLINOIS—Excellent coal and feed business located in heart of dairy district. Address 60E8, Grain Dealers Journal, Chicago, Ill.

KENTUCKY—Large modern feed plant for sale, five story and basement, brick and concrete mill building and concrete elevator (25,000 bu. adjoining—also other warehouses—a complete plant—splendid location, advantageous transit and reshipping privileges. Best of reason for selling. Blue Grass-Elmendorf Grain Corp., Lexington, Ky.

SITUATION WANTED.

MIDDLE AGED MAN with years of experience wishes connection as manager of line elevator. Address 60F17, Grain Dealers Journal, Chicago.

POSITION WANTED as manager of farmers' elevator; have had six years' experience as assistant. Good references. Address 60E1, Grain Dealers Journal, Chicago, Ill.

CONNECTION WANTED with grain company in terminal market or branch office; 15 years' experience dealing with grain, 5 years' experience as mngr. of cash and futures business. Write 60F9, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as manager by young, energetic man of 30 years, in line or farmers' elevator; 10 years' practical experience and a successful record that I am proud of for your examination. Best of references. Open for position now. A. Tyler, Elwood, Ill.

SCALES FOR SALE.

FOR SALE—Ten ton Howe hopper scale in good condition. Price \$50. A. R. Upp Grain Co., Fowler, Kansas.

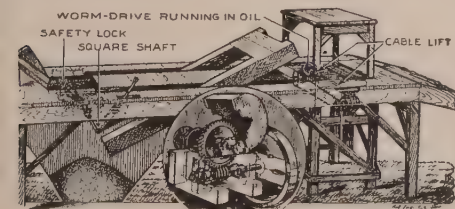
FOR SALE—One four bushel Richardson Automatic Scale. Western Engineering Co., 610 Cooper Bldg., Denver, Colo.

RICHARDSON Automatic Scales, 4 to 8 bu. capacity, for sale; fine condition. Also R. R. track scales. Address Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

FOR SALE—Four 1600-bu. Fairbanks-Morse hopper scales; type register beam. These scales were installed in 1922 by the Santa Fe Railroad in an elevator, which has been dismantled. If you are in the market, you will save money. J. Goldberg & Sons, Inc., 7500 Independence Ave., Kansas City, Mo.

PARTNER WANTED

WANT ACTIVE PARTNER—Two or three good Kansas stations. I have the elevators. Address 60D22, Grain Dealers Journal, Chicago, Ill.



NEWELL CONSTR. & MACHINERY CO.
Cedar Rapids, Iowa
Originators of the Electric Truck Dump

SCALES WANTED.

RICHARDSON AUTOMATIC SCALES bought and sold. Address 60C18, Grain Dealers Journal, Chicago, Ill.

WANTED—Richardson Automatic grain and bag portable scales. State capacity, how long used and lowest price. Morse Engineering Co., Kansas City, Mo.

ENGINE WANTED.

WANTED—Second-hand gasoline engines. State make and size. Louis Graff, Minier, Ill.

WANTED—A good second-hand Fairbanks-Morse Type "Y" 25 hp oil engine. Must be in good condition. A. P. Bump, Keensburg, Ill.

WANTED—Second-hand oil engine, preferably Type "Y" 25 to 50 hp. Fairbanks-Morse. Rileysburg Grain Co., Rileysburg, Ind.

ENGINES FOR SALE

FOR SALE—12 hp. Fairbanks-Morse gasoline engine and a 10 hp. Acme engine, both in good running order. Have replaced them with electric motors. J. S. Cameron, Elliott, Ill.

MOTORS FOR SALE.

FOR SALE—15 hp. Westinghouse electric motor, almost new. Will sell at big discount. Wm. F. Bolan, 1621 West St., Topeka, Kansas.

WHY-A-LEAK —STOP IT— BAD ORDER CARS

cause the loss of many hard earned dollars to shippers of grain and seed.

MUCH OF THIS LOSS can be saved by the use of Kennedy Car Liners. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected.

KENNEDY SYSTEM of car liners prevents leakage in transit and are made for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners.

WILL YOU NOT give us an opportunity to submit full details of our system and the low cost for this protection? We are confident this would demonstrate to you the efficiency and money saving merits of our car liners.

THE KENNEDY CAR LINER & BAG COMPANY

SHELBYVILLE, IND.

Canadian Factory at Woodstock, Ontario

CONE-SHAPE GRINDERS

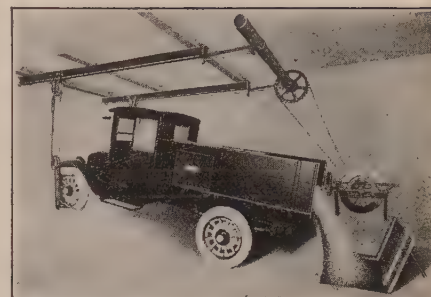
It PAYS TO GRIND ALL GRAINS

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of shaft; thus More Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years with less than One Dollar per year for repairs." E. W. Watt, Jacobsburg, O.

10 sizes; 2 to 25 H. P. Write for free catalogue.

N. P. BOWSHER CO., SOUTH BEND, IND.



The McMillin Wagon & Truck Dump

With the McMILLIN dump you can dump from any length vehicle into one dump door.

By extending the overhead track you can dump any length vehicle into any number of dump doors.

This dump is substantially constructed in every detail. It has no delicate parts to get out of order.

It is a free and easy-running piece of machinery.

Can be operated by separate motor or by attaching to other machinery. A crank is furnished for operating by hand when so desired.

No arrangements of driveway floors or scales are interfered with by this dump.

The installation cost is light. If there are no timbers or bins overhead driveway to support track, three timbers are all that are required for a single dump.

When the dump is not in use it leaves the driveway clear for other purposes.

For further information Address

L. J. McMILLIN
525 Board of Trade,
Indianapolis, Ind.

KEEP POSTED

GRAIN DEALERS JOURNAL

309 So. La Salle St., Chicago, Ill.

Gentlemen:—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm

Capacity of Elevator

Post Office

State

MACHINES FOR SALE.

FOR SALE—One 60 ft. elevator leg complete, boot, top, shaft, pulley's belt, buckets 4½x7. Cheap. W. E. Riley, Montpelier, Ohio.

FOR SALE—133 new 20x8 Superior D. P. elevator cups at \$1.00 each. Oscar Erickson, Moline, Ill.

FOR SALE—One Barnard & Leas 100 bbl. sifter, practically new. Priced right. Address Hagerstown Grain Co., Hagerstown, Ind.

FOR SALE—One 25 hp. General Electric Motor, 110-220 volt, 60 cycle, \$175.00; one direct connected 10 hp. G. E. Motor driven Grindler Hammer Mill, fully equipped with collector and piping, \$350.00. Shultz Milling Co., Olney, Ill.

SAVE POWER—REDUCE FIRE RISK

By installing Used or New Ball or Roller Bearing Hangers and Pillow Blocks at very low prices.

Transmission Machinery Co., Chicago, Ill.

FOR QUICK SALE.

Motor and belt driven single and double head attrition mills, slightly used, fully guaranteed. Wire, phone or write for extremely attractive prices. DIAMOND HULLER CO., Winona, Minn.

NEW AND USED MACHINERY FOR SALE

Two 22-in. double head Bauer ball bearing, motor driven, Attrition Mills; 1 three pair high 9x18 Allis Feed Mill, in excellent condition; 1 Hess corn and grain drier, new, never has been set up, capacity 1,200 bu. per 24 hrs.; 1 double stand 9x24 Noye rolls, LePage cut; and 1 Weller 12 in. x 24 in. steel elevator leg, approximately 130-foot centers, excellent condition. For reasonable quotations on all kinds of mill and elevator equipment write or wire STANDARD MILL SUPPLY COMPANY, 501 Waldheim Building, Kansas City, Mo.

REAL BARGAINS.

Prompt Attention. Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipment for modern mills of all kinds, molasses, stock and poultry feed plants, plans specifications, flow sheets, etc., our specialty.

Write us without delay.

SPROUT, WALDRON & CO.,

9 S. Clinton St., Chicago, Ill.

MACHINERY BARGAINS.

One slow speed Hughes Hammer Mill (best made); one No. 4 Jay Bee Mill; one No. 1 Gruendler Mill; 20" Monarch Attrition Mill with 2-20 hp motors; 24" Dreadnaught with 30 hp motor; 22" Bauer Bros. Mill; 18 & 20" Dreadnaught Mills; 16" Robinson; 18" Halstead; two Burton Mixers (horizontal); one Vertical Batch Mixer (at bargain price); dust collectors; grain cleaners, all makes and sizes; 9x24 feed roll, 2 pr. high; 9x14, 3 pr. high; 9x24, 3 pr. high feed rolls; 25 hp Type "Y" Fairbanks-Morse engine; 15 hp Type "Z" (nearly new) Fairbanks-Morse engine; motors: 7½, 5, 30, 15, 20, 10, 10 and 1 hp (some of these motors are new); iron elevator boots; a few large elevators; cotton belt and cups, all sizes; a few large pulleys; also small pulleys; clutches, all sizes; tighteners; roller bearings; magnetic separators; Clipper seed cleaners; four water wheels; Hess Cutler & Huhn Driers; one Humphrey Elevator Write your wants. A. D. Hughes Co., Wayland, Mich.

MISCELLANEOUS.

PRINTING for the grain men is our specialty. Scale tickets for type registering beams, your name printed thereon; letter heads, bill heads, monthly statements; envelopes and shipping tags in all sizes and kinds; blotters, checks, special forms. Shipments prepaid. Thirty years in business. Perry The Printer, Lafayette, Ind.

SEEDS FOR SALE—WANTED

SEED CORN—Reid's Yellow Dent, Southern Prolific Ensilage, 95% germination. Write Albert McGrain, Corydon, Ind.

CERTIFIED PURE SEED CORN—Reid's Yellow Dent and Laptad's 90 Day Red, 99% germination. Laptad's Stock Farm, Lawrence, Kan.

HAY FOR SALE—WANTED

GET FULL MARKET value for your hay and straw. Ship to John Devlin Hay Co., Inc., 192 N. Clark St., Chicago, Ill. **ALFALFA HAY** for sale. Write for delivered prices.

GRAIN WANTED.

WE ARE IN THE MARKET for Oat Clippings and Grain Screenings of all kinds. Leeson Grain Co., Inc., Buffalo, N. Y.

BOILERS FOR SALE.

FOR SALE

Two 350 hp. Atlas Water Tube Boilers. Two 350 hp. Heinie Water Tube Boilers. Nine 150 hp. Erie Shell Return tubular boilers. Save money. Communicate with J. Goldberg & Sons, 7500 Independence Ave., Kansas City, Mo.

Bargain Sale in Soiled and Shelf Worn Books.

Duplicating Grain Ticket Book, cover slightly damaged. Price 75c and postage. Order "Special 19GT."

One Railroad Claim Book, containing 100 sets for loss of weight in transit. These claim blanks are printed on bond paper, bound in books, each containing 100 originals and 100 duplicates, with two-page index and four sheets of carbon. Soiled, used as salesmen's sample. \$1.00 and postage. Weight 2½ lbs. Order "Special 411-A."

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL,
309 So. LaSalle St., Chicago, Ill.

SAMPLE ENVELOPES

SAMPLE ENVELOPES—SPEAR SAFETY—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable, size 4½x7 inches. Have a limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 S. LaSalle St., Chicago, Ill.

10,000 SHIPPERS
Are now using

TYDEN
CAR SEALS

Bearing shipper's name and consecutive numbers.

Prevent
CLAIM LOSSES

Write for samples and prices

INTERNATIONAL SEAL & LOCK CO.

617 Railway Exchange Bldg., Chicago, Ill.



When In Minneapolis
Stay At

The
NEW NICOLLET
HOTEL

Opposite Tourist Bureau on
Washington Avenue

The Northwest's Finest Hotel.
600 rooms with bath or connecting.

Every room an outside room.
Largest and Finest Ballroom
in Northwest.

Rates:

59 Rooms at \$2.00 257 Rooms at \$3.50
68 Rooms at \$2.50 41 Rooms at \$4.00
84 Rooms at \$3.00 38 Rooms at \$5.00
Suites and Special Rooms at \$6.00 to \$9.00.

MAIN DINING ROOM
COFFEE SHOP

3 Blocks from both Depots, Retail Center and Wholesale Center.

Under Management
W. B. Clark

Duplicating Wagon Load Receiving Book

Hauler	Gross	Tare	Net	

This book is designed to facilitate the work of country buyers during the busy season when each farmer is hauling a number of loads at a time. The above illustration shows the left hand side of the sheet which remains in the book. The outer half has the same rulings, but is printed on the other side of the sheet, so that when sheet is folded back on itself, and a sheet of carbon is inserted, an exact duplicate will be made of each entry. Each page has room for 33 loads and is machine perforated down the middle so outer half may be torn out and given to the farmer or sent to headquarters of line company.

The book is 12x12 inches, check bound with canvas back, contains 225 leaves ruled both sides, and nine sheets of carbon.

Order Form 66. Price \$3.00. Weight. 4 lbs.

Grain Dealers Journal 309 So. La Salle St. Chicago, Ill.

SEEDS FOR SALE—WANTED

COURTEEN

Seed Company

Weekly Price List on Request.
Milwaukee, Wis.

SWEET CLOVER SEED

We are large handlers of this commodity and are always ready to quote on carloads or less.

Also Bromus Inermis, Slender Wheat Grass, Red Clover, Alsike, and Timothy.



CORNELI

Seed Company

Saint Louis, Missouri
FIELD—GRASS—GARDEN SEEDS
Weekly Price List on Request

Tobin-Quinn Seed Co.

Kansas City, Mo.

THRESHERS & CLEANERS
HIGH GRADE MISSOURI BLUE GRASS

BUCKEYE BRAND FIELD SEEDS

Strictly No. 1 Quality

The J. M. McCullough's Sons Co
CINCINNATI OHIO

WE SPECIALIZE IN

ALFALFA BLUE GRASS

SUDAN MILLET and CANE

WRITE FOR SAMPLES AND PRICES

RUDY-PATRICK SEED CO.

Kansas City, Mo.

KELLOGG SEED COMPANY

MILWAUKEE, WISCONSIN
FIELD AND GRASS SEEDS

Crabbs Reynolds Taylor Company

CRAWFORDSVILLE, INDIANA

Buyers and Sellers
CLOVER AND TIMOTHY SEED—GRAIN

L. TEWELES SEED CO.

Distributors of

BADGER BRAND SEED

Milwaukee, Wisc.

North American Seed Co.

MILWAUKEE, WIS.

CLOVERS—TIMOTHY
ALFALFA

Get our samples and prices before buying

ED. F. MANGELSDORF & BRO.

Buyers and Sellers of Sweet Clover, Alfalfa, Clovers, Timothy, Grasses, Fodder,
Seeds Sudan Grass, Soy Beans, Cow Peas
St. Louis, Missouri

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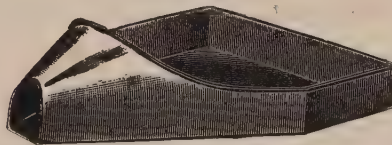
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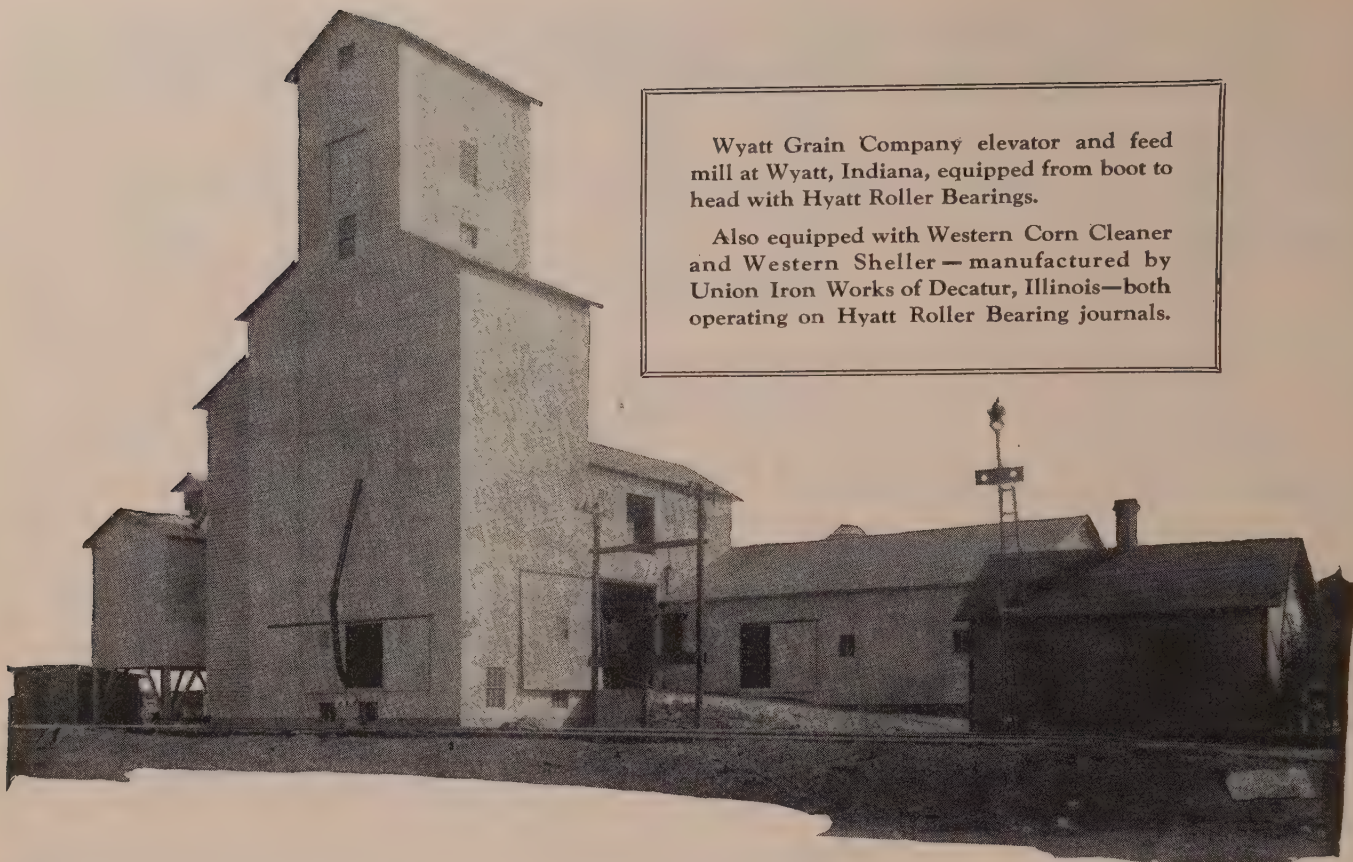
This book contains 125 leaves of scale tickets, four to a leaf. Each leaf folds back on itself so as with the use of a sheet of carbon to make a complete and perfect copy of the original on the stub which remains in the book. The original tickets form the outer half of the page, so the removal of any ticket does not release the others.

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Also equipped with Western Corn Cleaner and Western Sheller — manufactured by Union Iron Works of Decatur, Illinois—both operating on Hyatt Roller Bearing journals.

Hyatts reduce installation costs, too

The Reliance Construction Company, who built this new house, tell about another Hyatt equipped job it recently planned:

Two sizes of engines were quoted upon, one a 60 H. P. for use with plain bearings, the other a 40 H. P. for use if roller bearings are installed. Note the difference in cost:

60 H.P. Type Y Engine	\$3954.35	
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Saving in original cost of unit		\$688.50
Cost of Hyatt Roller Bearings	\$705.60	
Cost of plain bearings	<u>127.10</u>	
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NET SAVING IN ORIGINAL COST		<u>\$110.00</u>

Besides this original saving it is estimated there will be a 33% saving in fuel consumption, plus all the other economies and advantages of anti-friction bearings, such as infrequent lubrication, uninterrupted performance and elimination of fire hazard. Once Hyattized, the gaps in your production—and profits—caused by plain bearing friction, will be eliminated.

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GRAIN DEALERS JOURNAL

309 South La Salle Street, Chicago, Ill., U. S. A.
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods for progressive wholesale dealers in grain and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improvement of grain, feeds and seeds.

SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 20c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.00; to Canada and Mexico, prepaid, \$2.50.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator operators is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, MARCH 25, 1928

FOUR ELEVATORS have been burned at Glenwood, Alta., from unknown causes during the last year. Evidently someone is nursing an insatiable grouch.

THE EQUITY Elevator at Woodburn, Ind., had a narrow escape from fire recently from the burning of a large pile of corn husks which had accumulated beside the house. It pays to keep your surroundings clear of rubbish.

CUTTHROAT COMPETITION, over-grading and over-bidding are resulting in an unusual number of sheriffs sales of grain elevators in Iowa. Evidently the dealers prefer to have the sheriffs sell their property rather than to buy grain on a margin which will insure them a safe profit.

ELEVATOR OPERATORS who are able to detect their average shrinkage in handling grain will be much interested in the letter of F. J. Merrick in our department devoted to "Letters" in this number. The handling shrinkage merits much closer consideration than most dealers have ever given it.

BLANK CHECKS are so frequently stolen from the offices of grain dealers it would seem urgent that all grain dealers should keep their books under lock and key. Easy possession of blank checks and signature stamp invite forgeries. The experience of the Charles (Mo.) Grain Co., reported in this number is only one of many which have recently come to light.

THE SMALL stock of grain in store and on farms March 1st when taken into consideration with the large crop reported by the Department of Agriculture, would seem to indicate that the producers are using grain for fuel quite extensively or else shipping most of it around the terminal markets. Of course it is possible that both reports are wrong.

SOVIET courts in the grain districts have been sitting 18 hours a day trying to dispose of the cases of peasants arrested for refusing to sell their grain to government buyers. After we have our own McNary-Haugen bill enacted we may expect to have the courts sitting long hours to try farmers refusing to sell their grain to the pool created by the government.

OWNERS OF grain elevators located on railroad right of way will have a deep sympathy with the L. & N. R. R. which has recently been sued by the Farmers Elevator Co., of Eldorado, Ill., for possession of certain real estate which is now occupied by the Railroad Company's depot. The services of another surveyor are needed.

AN UNGUARDED driving belt in the Gibson Elevator at Burgess, Sask., is responsible for the death of Manager Geo. Cushulak who slipped when passing near it. The expense of that one accident was enough to safeguard the moving machinery in all the elevators in Saskatchewan, yet there are other elevator owners who are willing to take chances.

SHIPPERS who have the reputation of not living up to their contracts are not entitled to the same consideration and trust given members of the state ass'ns who are subject to arbitration, such as payment of sight drafts. One such shipper loaded No. 3 white oats on a contract for No. 2 and after official inspection as No. 3 promised to allow a discount of \$20 on the car to the Ohio miller buyer. Now he refuses to keep his promise and the buyer is holding the bag.

RESTRICTION or elimination of transit seems to be a new policy of the carriers that is unfair to grain handlers who have invested large capital in storage and milling facilities at points intermediate of points of origin and destination. Elimination of transit would deprive the producer of numerous outlets that make a competitive market for his grain and would restrict each handler to his own limited territory, making his business dependent upon crop hazards in that small area.

COMPLAINTS by European buyers of the quality of Canadian wheat received on this crop are too serious to be ignored. European millers are bitter in their complaints. The wheat officially certificated no longer makes as good a flour as formerly. The conditions responsible for the troubles of the foreigners with imported wheat are probably exhaustion of the virgin soil, the growing of too many varieties lacking in gluten strength, and the employment by millers in the Dominion and at Buffalo, N. Y., of the protein and gluten tests whereby what little good wheat there is retained for grinding in America while the foreigners get the refuse, the official grades not requiring a protein test for their benefit.

GRAIN BUYERS who pay for grain with checks on bank which fails will be deeply interested in the decisions published in "Asked-Answered" column of this number. They show quite conclusively that it is the duty of the farmer to cash his check immediately.

COPPER CARBONATE is no doubt an excellent dust with which to treat seed wheat for smut, but it should not be handled thru any machine that is to be used in handling grain for human food as it is poison. The North Dakota elevator operator who mixed the copper carbonate with wheat in his elevator boot took an awful chance.

GRAIN DEALERS who believe the politicians and the agriculture agitators at Washington can regulate or conduct the grain business better than those who have devoted their lives to the business are promoting the cause of the Caraway Bill and numerous other crazy bills for regulating the grain trade by sitting still and doing nothing. All the proposed legislation will directly affect their business and if they wish to survive it is their urgent duty to let their influence be felt at Washington.

RAT POISON which kills rats is no doubt a good line of merchandise, but if the same brand is duplicated by every merchant in town someone will have rat poison for sale long after the rats are killed. Several salesmen who have been traveling Illinois recently in pairs have sold some towns 100% with the result that every merchant is now the "exclusive agent" for a rat poison which the salesmen say, "is endorsed by the Department of Agriculture and the local Boards of Health." Grain elevator operators and feed dealers are so frequently pestered with rodents they seem to recognize the value of a real exterminator and many of them are now loaded up with a good stock of rat poison, but investigation develops the fact that many other merchants in the same towns have a similar stock for which they also are "exclusive agents."

THE WHEAT pool promoters of Canada are getting desperate. They have tried many different schemes for inducing the non-pool wheat grower to join with his brothers in supporting the pool and its agitators, but the hard headed farmers count over the handsome premium they get for their wheat sold thru regular established channels and persist in their refusal to join with the others in supporting the pool, so the promoters are asking for legislation to compel all wheat growers to join the pool. Meeting with some opposition to this autocratic program the pool promoters in desperation have started to call names, and at last accounts had the non-pool farmers, classified as "cannibalistic parasites." We doubt very much that this will help to persuade the non-pool farmers to join because they still continue to get more money for the same grade of grain than the farmers who are dominated by the pool managers. The common law gives these citizens of Western Canada the right to contract as suits their own preference and the premium obtained by selling thru the regular channels of trade will doubtless restrain them from joining even tho the promoters invent a lot of new names to call them. Calling names has always been accepted as a proof of a weak case.

THE favorable report on the Gooding bill by the senate com'te on interstate commerce may be taken as a determination by the senate to create a legislative interference with rate making. The bill would prevent the railroads from making reduced rates to compete with the Panama Canal and to fill their empty cars that have to be hauled empty to get the paying load the other way. Imposition of such a legislative strait jacket will help neither the shippers nor the carriers.

THE Mill & Elevator Ass'n which was denied the trade-mark on "Wheat Nuts" because the name sounded too much like that of another cereal containing neither grapes nor nuts may have to take an appeal from the Court of Appeals of the District of Columbia to the Federal Trade Commission, which latterly seems keen for truth in advertising, having just rendered a decision published elsewhere in this number ordering feed dealers who have no mills to desist from advertising themselves as milling companies.

IF FARMERS persist in using the combine to harvest small grain, country elevator operators will be put to the additional expense of installing a drier in order that they may place the combined grain in condition for safe shipment. Reports from everywhere the combine was used on small grain last year tell of unexpected losses from combined grain getting hot in transit altho elevator operators loaded out quickly after receipt, and many of those who attempted to store combined grain suffered a heavy discount for "musty" shipments.

STATE inspection is supreme in Minnesota, as one Kansas City firm learned at a cost of \$419.31. A car of oats was sold on Minneapolis official inspection and ordered to Fort Snelling, Minn., but the government officials at the Fort called in a Federal Supervisor who gave it as his opinion the oats were No. 4 instead of No. 3 as graded out of Minneapolis by the official state inspector. Altho the state inspector at Minneapolis 16 days later on re-inspection graded it No. 4 the State Grain Inspection Department repudiated this as improper and the arbitration com'te of the Grain Dealers National Ass'n was forced to decide in favor of the Minneapolis dealer who had furnished a No. 3 certificate as provided in the contract.

A MILK POOL in British Columbia that has been dumping the surplus milk at less than the price realized by non-members of the pool now is asking the passage of a law to make the non-members pay part of the loss on the surplus. The milk sales are so simplified that the relative prices obtained by the pool and non-poolers are accurately ascertainable, and the record proves even to the most rabid pooler that the pool members are getting less than the outsiders. The same is true of wheat farmers, with the important difference that the pool in wheat is dealing in a fluctuating commodity affording concealment of the facts. If the pool price was pegged at a certain price during the entire year and the independent farmers received 3 to 8 cents per bushel more every day in the year it would be impossible to continue the deception.

AN ELEVATOR builder of experience always insists on starting the erection of a new house with a substantial foundation. He knows that without it the superstructure is likely to collapse the first time the bins are loaded. Recently South Dakota newspaper editors who had been reading volumes of grain dust explosion literature from the Department of Agriculture published many news items regarding an elevator at Irene, South Dakota, being moved completely off its foundation by a "dust explosion." Careful investigation by experts who are familiar with all the ear marks of explosions disclosed the facts that the house simply fell over because the foundation gave way under a full load of corn. Had the wind been blowing a gale at the time no doubt it would have been blamed for the collapse instead of dust explosion.

MACHINERY SALESMEN of feed mill equipment who offer to provide plans and specifications providing their equipment is used are courting trouble. The many engineering problems encountered in the economical arrangement and construction of a grain handling and grinding plant calls for the services of an experienced engineer who has knowledge of all the stresses and angles of repose involved in bulk storage of grain. The grinder who is interested in rendering efficient services to his customers needs a plant that will handle grain expeditiously without shoveling and with a minimum expenditure for power and labor. Plants which are so inconveniently arranged as to necessitate the repeated elevation of the stock cannot be considered either economical or modern. They may do the work, but delay the waiting farmers and unduly swell the operating expenses of the grinder.

Season for Lightning Fires Is Here.

Elevator owners who have not yet equipped their plants with lightning protection owe it to themselves to profit by the experiences of Grain Dealers National Mutual Fire Insurance Co's. policy holders which was reflected by the fire statistics published on page 326 of the Journal for March 10th. During twenty-five years of its specializing in grain elevators and their contents this Company paid losses on 403 elevator fires that were caused by lightning. When the total number of fire losses, 1,840, is taken into consideration one can readily appreciate the danger to the country elevator from this cause. High and isolated as it is it affords a ready means of transferring the surplus electricity from the heavens to the earth.

No elevator properly protected by lightning rods has been struck and the saving effected by the elevator owner who has seen fit to install standard lightning rod equipment has more than paid the cost of installing the lightning protection. All mutual companies are now granting a credit for standard lightning rods which soon amounts to more than the cost so no elevator owner can afford to continue business without this protection. The season for thunderstorms is here and lightning is setting fire to unprotected elevators, so it is well to inspect the unprotected elevator carefully during and after each storm.

Handling Sidelines on Credit Proving Disastrous.

Changing agricultural conditions in many sections that formerly marketed a large amount of grain each season has prompted grain elevator operators to engage in sidelines with the result that they find themselves confronted with many new problems of which they had no previous knowledge. One of the most trying problems to the grain elevator operator results from selling merchandise such as feeds, flour, seeds and other sidelines on credit.

The grain buyer has always paid cash for grain delivered at his elevator, and inasmuch as he has always paid for what he bought, he has not had it brought to his notice that many others did not indulge in the same practices. By degrees the dealers in sidelines are gaining a lot of valuable experience but paying an awful price for it. They are slowly coming to realize the full force of the old axiom, "Too much credit spells certain ruin for the merchant." Some dealers have attempted to change their sideline business from all credit to all cash. Of course they could not expect to jump that far at one jump, but they did not appreciate how far it was until they attempted it. Others more cautious than their brothers have advanced their prices and given a discount for cash and carry. Still others have attempted to get away from the credit business by charging 6% interest on all open accounts after thirty days and some of the more cautious dealers are insisting upon a judgment note for open accounts sixty days. This relieves them of additional work and worry with many small accounts.

All elevator operators who have attempted to handle feeds, seeds, flour and merchandise as well as do grinding have been forced to the conclusion that they must work on a much wider margin to make good their losses if they are going to continue to do a credit business. Experience has proved that the slow payer who has a large open account will not patronize the credit-giver if he can raise the cash to buy the same goods for less money from the merchant who sells on a narrow margin because he gets paid for everything on delivery. The cash seller not only earns an extra cash discount on all his bills, but interest on his daily balance with the bank. Every merchant of experience will tell you without any hesitation that the cash buyer is always the most desirable customer because each transaction is closed with delivery and the dealer is put to no further task of charging, posting, billing and collecting.

Elevator operators, who can really afford to finance customers and are willing to do so should start a bank and charge regular rates for the use of money or credit. Wherever the two methods of doing business have been applied to the same line of merchandise experience has proved conclusively that the cash seller can handle any line of merchandise on a much narrower margin than can the merchant who sells on credit. Doubtless the cash buyer generally limits his purchases to what he can actually pay for while the credit buyer purchases many things he cannot afford and never expects to pay for. The elevator operator who does not recognize that merchandising presents many problems new to his experience had best keep out of the sidelines until he understands how to conduct that business properly.

New Bill to Control Grain Exchanges.

The bill to control the grain exchanges introduced by Senator Capper as S. 3575 and published on pages 361 and 362 bears out the promise of the bureaucrats at the time the first Grain Futures Act was introduced that the first was but a feeler for information and would be followed by later enactments in the light of what information the first bill would develop.

The requirement by Sec. 4C that all customers of the same broker put up the same margin would drive away trade and tie up large amounts of capital unnecessarily.

The discounts on lower grades should not be fixed by a bureaucrat but by a committee of the Board of Trade, altho it might be an improvement upon the present rules for the discounts to be flexible according to market conditions at the expiration of the future.

The section prohibiting puts and calls is unconstitutional, the Supreme Court having so decided.

The limitation of the amount to be traded in by any individual by the chief bureaucrat having expert knowledge only of plowcraft and barnyard activities is ridiculous.

The final amendment sneaking in a clause to create a federal grain inspection department as a rider to the bill should be of interest to the several states and grain exchanges which maintain inspection departments.

Is the Commission to Be Subservient to the Senate?

The rejection by the senate by a vote of 39 to 29 of the nomination for Interstate Commerce Commissioner of John J. Esch, who was the author of the Esch-Cummins Transportation Act, for 22 years a member of the house and a member of the Commission for one term, seems to have been based on objections to his rulings in certain cases. In other words, the Senate is trying to make of itself a court of appeal from decisions of the Commission. In 1925 Mr. Esch voted against Pennsylvania in the lake cargo coal case and in 1927 he voted in favor of Pennsylvania, denying the railroads' request that they be permitted to reduce their rates on coal from West Virginia. He said his decision was based on the law and the evidence.

For several years while the mining of coal in Pennsylvania has been decreasing and mining in West Virginia has been gaining the Commission at every opportunity has been lowering Pennsylvania rates and raising West Virginia rates on coal, in opposition to the economic trend. This gave rise to one charge against the Commission, that it was exceeding its powers under the law to shift prosperity from one section of the country to another.

Under the Hoch-Smith resolution, however, this is just what was intended by the Senate, that rates should be readjusted to favor agriculture. Are the individual Commissioners to be harassed by political considerations or should it retain its original character as a quasi-judicial body? Such interference by the Senate with the decisions of the Commission is a step in the wrong direction for the Commission

was created to keep the regulation of rates out of politics.

Planting Intentions.

Several years ago some of the surplus idlers about the Department of Agriculture in Washington thought it might be well to attempt to justify their life-time employment by thinking up something new so they devised a report said to reflect the farmers' intentions to plant. The only reason that this so-called forecast is confined to grains is that national legislation specifically prohibits reports of intention to plant cotton.

Changes in the weather or the market as well as changes in the ownership or lease of farm land will effect so many changes in practice that the intentions expressed earlier to the government's crop reporters will be worthless at harvest time, yet the forecasters do not hesitate to broadcast this wild guess regardless of its influence on the market and the value of the grain still held by producers and middlemen.

No far-seeing Secretary of Agriculture who really understands the influence of government reports on the value of farm products would permit the compilation or circulation of such an unreliable forecast. The Division of Crop Estimates has earned all kinds of epithets from the growers because of their misleading reports yet they persist in broadcasting unreliable information of this kind and sad to relate some of the State Agriculture Departments are disposed to follow suit to the great detriment of producers everywhere. What the average bureaucrat knows about economics or business you could shove in your eye and forget about it.

Grain Futures Act Does Not Supersede State Laws.

The Supreme Court of the United States chose not to give a written opinion in the recently decided case of King v. Horton. Its bare statement that no question involving federal jurisdiction was presented and that the allegations were trivial leaves the trade without the supposed protection of the Grain Futures Act.

Counsel for both parties contended that the Ohio Statutes against gambling did not apply, having been superseded by the Grain Futures Act. The trades were in fact legitimate, having been executed on the Chicago Board of Trade and confirmations duly forwarded. The Ohio state court, however, on its own initiative declared that the trades were gambling be-

cause instead of giving the name of the other customer in the confirmation only the name of the other's broker was given, forsooth.

This decision, and the refusal of the Federal supreme court to go behind the findings of the State supreme court is most discouraging, for all other legitimate transactions are subject to the same perversion of law, wherever a trade in future delivery is involved. About the only way to get around this obsession in the minds of the lawmakers and the courts is to deliver a warehouse certificate on the contract at the close of each day's business. Brokers on the New York Stock Exchange deliver the shares on each day's transactions, legitimatizing their business in every court, and making memberships in their association valued at a third of a million dollars each. The same system of borrowing and loaning stock could be adapted to borrowing and loaning warehouse receipts for delivery each afternoon. Trades so closed would have the added advantage of not being subject to the present onerous tax on sales on a grain exchange for future delivery. A grain exchange so operating would require no license from the Federal government as a so-called futures "contract market."

OKLAHOMA'S state grain inspector, if he is correctly reported, offers to make protein tests for farmers free of charge, which would seem to be offering unfair competition against commercial testing laboratories.

Grain Not Paid for If Buyers Draft Is Unpaid.

James Manahan and George Lambert, as receivers of the Equity Co-operative Exchange, were running an elevator at Bowdon, N. D., and their local agent who took in the grain gave Busch Bros. in payment a draft upon Manahan and Lambert as receivers at St. Paul, Minn., for the sum of \$480.70.

Manahan and Lambert had on deposit in a checking account in the name of their agent in the Farmers & Merchants State Bank at Bowdon \$235.32.

On the same day that the agent gave the drafts to Busch Bros. (Jan. 16) the latter deposited them in the bank for collection. Jan. 19 the bank closed its doors, and Manahan and Lambert were notified the same day of the closing.

Manahan and Lambert conceived the idea that by refusing to honor the draft against them they would be able to offset against the Bowdon bank their checking account in the name of their agent, and therefore when the drafts were presented Jan. 26 by the Twin City Bank they went to protest. The drafts were returned to the receiver of the Bowdon bank who collected from Busch Bros. the amount and the protest fees. Getting back their drafts Busch Bros. brought suit against Manahan and Lambert and recovered judgment, which was affirmed Feb. 10, 1928, by the Supreme Court of North Dakota.

The drafts were not a check upon the Bowdon bank.

The court said: In the absence of a special agreement to the contrary, it must be assumed that plaintiffs accepted the bills of exchange merely as conditional payment of the purchase price, defeasible on the nonpayment of the instruments. The acceptance of the draft did not operate as payment, but merely suspended plaintiffs' original right of action until the draft was presented for payment. 21 R. C. L., pp. 60, 61. If the drafts had been honored on presentation, the conditional payment would have become absolute and the indebtedness for the purchase price would have been discharged. The indebtedness for such purchase price was not discharged, and the plaintiffs may recover on the original debt the same as though the bills of exchange had never been given.—217 N. W. Rep., 658.

Little Business Maxims

If you would sell others, first be thoroughly sold yourself.

To have friends, be one.

To be happy, scatter sunshine to others.

If you would succeed—never give up.

If you have an enemy—make a friend of him.

—Dora Gross.

Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

Information on Flaxseed?

Grain Dealers Journal: What pamphlets have been published on flax, where it is grown and its various uses?—Florence Seed & Feed Co., Florence, Ala.

Ans.: The U. S. Dept. of Agriculture has published Bulletin No. 10 by C. R. Dodge on "Flax Culture for Seed and Fiber in Europe and America," Farmers Bulletin No. 27 "Flax for Seed and Fiber," Farmers Bulletin No. 274 on "Flax Culture," and in the Yearbook of the Department are given the annual statistics on the flax crop. These may be obtained from the Superintendent of Documents, U. S. Dept. of Agriculture, Washington, D. C.

To Keep Water Out of Pit?

Grain Dealers Journal: Is there any way to fix a pit to keep out the water?—H. A. Gibbs, Arrington, Kan.

Ans.: The method must be adjusted to meet the conditions. If the pit is being constructed new it is only necessary to use good cement concrete. If water stands in the pit it should be pumped out, the cement laid, with openings for the water to rise inside and balance the pressure while setting. In this way J. F. Younglove built several pits in standing water. The water is pumped out after the cement has set and the openings plugged up.

On an old concrete pit that has cracks and leaks some of the waterproofing compounds on the market can be used on the inside. If the outside is accessible hot pitch and asphalt can be applied.

At St. Maries, Idaho, one grain firm tried in vain to keep out the water with a coating of asphalt paper and hot asphalt with another layer of cement on top of that but finally had to tear it all out and rebuild with washed gravel, clean sand and plenty of Lehigh cement. Hydrated lime was added at the rate of 200 lbs. of hydrated lime to 52 sacks of cement. This mixture was puddled in the mold until of a jelly-like consistency. The water was coming into the hole so fast during the construction that it necessitated constant bailing. The pit has since been water-tight.

Liability of Elevator for Sheriff's Failure

Grain Dealers Journal: One of the regular farmers delivered a lot of his wheat to us last fall for which he was immediately paid. Not long afterward the sheriff came in and wanted to examine our books. Sensing something wrong we told him our books were not open to inspection by sheriffs or anyone else.

It developed that the sheriff had gone out to the farmer to collect a bill when the grain was being threshed. But he neglected to seize and hold the grain. Whereupon the farmer brought it in and sold it.

Discovering we had bought the grain, the sheriff sought to collect from us. However, he had no warrant and could not compel us to open our books to his inspection. Foiled at this point he got in touch with the state's attorney who wrote us a nasty letter contending we had purchased stolen grain and were liable for receiving stolen property. We do not feel it was stolen and are contending the sheriff fell down on his job by neglecting to seize and hold the grain. Whereupon the farmer brought it in and sold it.

Are we correct in this assumption or can we be made to pay a second time under North Dakota law?—North Dakota Dealer.

Ans.: If the farmer was the real owner of the grain at the time he delivered and sold it, the buyer is not liable. Evidently there was no lien on the crop as a basis for the levy,

merely a debt, perhaps for merchandise purchased, that the creditor had reduced to the form of a judgment.

Merits of McNary-Haugen Bill?

Grain Dealers Journal: I would like to have the views of the Journal on the McNary-Haugen bill. I saw the workings of the Wheat Growers Ass'n of Colorado, which I considered a failure as far as the farmer was concerned, and have been opposed to the measure. —Geo. D. Henry, Fort Madison, Iowa.

Ans.: Disregarding criticism of the bill as class favoritism, it does not go far enough to accomplish the desired result. If the buying price is raised the farmers will be induced to sow a larger acreage, and the bill contains no efficient provision to prevent increase in the acreage. The loss to be taken on the increased surplus to be dumped abroad could be expected to absorb the equalization fee and increased consumer domestic price, leaving nothing for the farmer.

Check Presented Too Late.

Grain Dealers Journal: During the week ending March 3, a party delivered to me two loads of wheat and I paid him for same March 3 during banking hours. In going home he passed the bank but did not cash the check, his residence being within seven miles of the bank on which the check was issued. He also carries two accounts with this same bank.

On March 5 he mailed this check and it is picked up by the rural route carrier, to a bank 20 miles away for credit, in another town. The check is returned to him on account of the bank on which my check was issued being closed March 7.

Now he comes back with his check expecting me to make it good. What is your decision on same? I contend that he has lost his rights.—C. A. Johnson, Oakville Grain Co., Oakville, Ia.

Ans.: The law and decisions allow a "reasonable" time to present check; and a reasonable time varies with the circumstances in each case.

When there are no circumstances excusing delay a check must be presented the day after receipt. So that in this case the farmer can collect nothing from the grain buyer, not having presented the check before the morning of Mar. 6. The farmer's claim is against the bank. Following are the decisions:

WHEN THE PERSON receiving the check and the banker on whom it is drawn are in the same place, it must be presented for payment the same day or at least the next business day after it is received, but where the check is received on Saturday the payee has until the close of banking hours on Monday to present it, so decided in *Citizens Bank v. Pleasantville First Nat. Bank*, 135 Iowa 605, 113 N. W. 481, and *O'Brien v. Smith*, 1 Black (U. S.) 99.

In *Williams v. Brown*, 65 N. Y. S. 1049, the drawer of the check was discharged from the debt when his check received by plaintiff in the mail July 10 and deposited in his own bank July 11 was not presented to the failed bank until July 14, the day it closed its doors.

In *Gordon v. Levine*, 194 Mass. 418, the court held there was not due diligence when a check drawn and delivered Saturday in Boston to a resident of Chelsea who on Monday passed it to another who indorsed it the next day to one who on Thursday deposited it for collection, and on the following day the messenger of the bank presented it to the drawee which had failed that day.

In *Furber v. Dane*, 203 Mass. 108, 89 N. E. 227, a check was not presented until the following day, and drawer was held not liable.

In *Dorchester v. Merchants Nat'l Bank*, 106 Texas 201, 163 S. W. 5, the check was not presented to the drawee bank before the closing on the day after the payee received it, and as required by law, the drawer was discharged from liability to the payee, the bank having thereafter failed before presentation.

In *Hamlin v. Simpson*, 105 Iowa 125, the court held the holder of the check had a right to mail it to bank for presentment when the checkholder lived 17 miles from the drawee bank. Check was mailed Saturday and delivered to drawee Tuesday morning.

In *Willis v. Finley*, 173 Pa. 28, and in *Loux v. Fox*, 171 Pa. 68, it was held that if the holder prefers to leave the check with a bank for collection he can do so, and in the case presentment must be made on the day of its receipt or the next one, either directly or through the clearing house.

More directly bearing on the holder's choice

of a roundabout way of collecting is *Gifford v. Hardell*, 88 Wis. 538, where checks were drawn on a Milwaukee bank and delivered to plaintiff's agent at Dousman who at once mailed them to plaintiff at New Richmond, Wis., it was held that the method of collection pursued, depositing in the bank of New Richmond, which, having no regular bank correspondent in Milwaukee forwarded to Chicago and then to Milwaukee, was not the exercise of due diligence.

In *Parker v. Reddick*, 65 Miss. 242, it was held that a check is intended for immediate presentment and payment and not for circulation, and putting it into circulation is no excuse for delay in presenting it for payment.

In *Moule v. Brown*, 4 Bing. N. Cas. 266, it was held that the holder does not gain an extra day by depositing the check in bank for collection, but the check must be forwarded by the bank for presentment within the time required of the holder.

Pay Demurrage and Make Claim.

Grain Dealers Journal: What is your conception of regarding Rule 8, Section B, Paragraph 2, of the demurrage tariff that reads in part as follows:

"* * * no allowance will be made unless claim is presented in writing to this railroad's agent within thirty days, exclusive of Sundays, and legal holidays, after the date on which bill for demurrage is rendered, supported by the receipted bill as evidence of payment of the demurrage as originally charged and a statement showing date and point of shipment of each car involved in the bunching claim."

The facts that we have to face are these. That we did get a lot of cars of coal bunched in our yard, caused by bunching here, and also by tardy handling at junction points, outside.

We were also deprived of proper daily switch of empties from our track as unloaded.

We have not paid the demurrage bills. The Grand Trunk Rr. Co. is now suing us in court for these demurrage bills, aggregating about \$289.

Are we foreclosed from presenting as offset for the demurrage claimed, the fact that the cars were bunched? You will note that there are two provisions of the rule. One is that we must present our claim in writing within thirty days after the date on which demurrage bills are rendered, supported by the receipted bill as evidence of payment of the demurrage bill as originally charged. Does this rule arbitrarily foreclose our rights to present the matter in open court?

Our thought is that if the claims for demurrage are illegal, and if the claims were never legal, because they were bunched, we cannot see how that they can keep us from getting consideration of the bunching of the cars. In other words, if the cars were bunched, the bills that they now seek to collect from us would be illegal bills, on which they would have no right to make a charge.

We would also thank you to advise us if it would be a fair legal offset to bring in cars on which we have paid demurrage, which on close check we find that excess charges have been made against us by the railroad company, and which we have already paid.

Would it also be a fair offset to charge the railroad company for rental on our side track, for the empties that they did not take out the day that they refused to give us the switch, and base this rental charge of our switch track at the same rate as the railroad would charge us for the cars under the demurrage rules.—Michigan Storage Co.

Ans.: Having been filed with the Interstate Commerce Commission at Washington the National Code of Demurrage Rules has the force of law.

Some big concerns made it a practice to hold up the payment of \$5,000 demurrage pending settlement of small claims amounting to a few dollars, for several months; and therefore the clause was put into the rules requiring payment of the demurrage first, and recovery thereafter of any overcharge by claims for allowance. Demurrage is due the same as freight bills, within 96 hours, and the railroad companies have no authority to extend credit.

A shipper who neither paid the demurrage nor made a protest within 30 days required by the rule would seem to lose his right to make subsequent objection in court.

If the demurrage charges were unjust and the shipper had made timely protest and claim for

allowance within 30 days the court might consider the merits of the controversy, irrespective of whether the demurrage had been paid, in part.

Counterclaims on other cars or on other matters, such as track rentals not growing out of the same transaction, cannot be interposed in a suit to recover demurrage. The counterclaim or claim for allowance must grow out of the same cars that were bunched.

Book of Rules for Grading Grain?

Grain Dealers Journal: I would like to get a book of rules covering the grading of grain. —R. L. Prather, Onawa, Ia.

Ans.: The "Handbook of Official Grain Standards" is issued by the Government Printing Office, Washington, price, 10 cents, and the two supplements on "Oats" and "Barley" are priced at 5 cents each.

F. H. Clutton Secretary of Chicago Board.

For the first time in many years the office of secretary of the Chicago Board of Trade will be filled by a man who is a good "mixer," in other words, the new type of cheerful executive. He comes to his office with a spirit uncrushed by government interference, never during his 9 years as secretary of one of Chicago's leading merchandising concerns having had a crew of government investigators camped for a whole year in his office to read all letters.

A native of Butler County, Pennsylvania, he was graduated from the high school at New Castle in 1903; and, removing to Illinois, entered Northwestern University at Evanston, where he was graduated in 1907 with the degree of bachelor of arts.

He continued one year in post graduate work during which he held a fellowship in economics and in 1908 received the degree of Master of Arts. In 1908 he was secretary of the School of Commerce just then being organized at the

University. For four years he was registrar of Northwestern University Medical School.

Mr. Clutton is widely known in business circles altho he never was engaged in the grain business. He was at one time president of the Northwestern University Club and is a director of the Northwestern University Alumni Ass'n.

His business experience has been with Butler Bros., since 1913, having been private secretary at first to Homer A. Stilwell, after whose death he was made assistant to the president, and in 1919 secretary of the corporation.

In 1909 he was married to one of his classmates at Northwestern University. They have one 16 year old son.

He will become a member of the Board of Trade and take up the duties of the secretaryship Apr. 15.

Legislative Mill at Washington Has Sufficient Grist.

Congressmen have eased up in the introduction of new bills, their mill being already somewhat choked by a heavy grist of impracticable and harmful measures.

The equalization fee principle of the McNary-Haugen Bill was approved by the committee on agriculture of the House Mar. 20 by a vote of 13 to 8.

Price predictions by the United States Government Department of Agriculture on Aug. 15 depressed the cotton market \$8 to \$10 a bale the sub-com'te of the Senate Com'te of Agriculture was informed Mar. 19 by Arthur P. Marsh, former president of the New York Cotton Exchange. He said Federal Government price finding reports were demoralizing to the cotton industry and undesirable from the standpoint of the producers. He also expressed doubts as to the accuracy of the price findings by the bureaucrats.

Following bills have recently been introduced:

S. 3575, by Capper, would amend the Grain Futures Act.

S. 3555, by McNary, would establish a federal farm board. It was reported to the Senate Mar. 8.

H. R. 11952, by Dickinson, would amend the Grain Futures Act. The corresponding senate bill 3575 is published in full elsewhere in this number.

S. Res. 51 requests the Sec'y of Agriculture to report his views on federal government insurance of the farmer against droughts, storms and floods.

S. 2864 was favorably reported by the Senate Com'te on Agriculture Mar. 6. It is the decimal weight bill, the same as H. R. 9040, which has passed the house. Millers are very much in favor of the bill, which would require mill products to be in even weight packages.

H. R. 12175, by Andresen of Red Wing, Minn., would repeal the U. S. Grain Standards Act, on account of the general dissatisfaction noted by Mr. Andresen thruout the country with the grades as established. He said Minnesota has always been opposed to this Act, and that approval of the grades by the federal government is unnecessary.

Hoch-Smith Hearing Continues.

Among grain dealers testifying recently at Chicago in the Hoch-Smith hearing were James Norris of Chicago, W. T. Brookings, St. Louis, H. A. Feltus, Minneapolis, and Andrew L. O'Toole, director of the Boston Grain Flour Exchange.

MR. O'TOOLE said he was the only surviving grain dealer at Boston, others having been forced out by the 1/2 cent differential Boston over Philadelphia from Buffalo. He wanted all ex-lake grain rates from Buffalo reduced and all ports equalized.

MR. NORRIS, as an f.o.b. buyer bought most of his grain at the ports, and thought all ports should be kept open, with export rates as low as possible. He opposed giving New Orleans any lower basis.

J. S. BROWN, Chicago, again testifies, asking a reduction of 3c in the lake and rail and

all-rail from Chicago to North Atlantic ports, favoring equalization as much as possible.

HARRY L. DAUNOY of New Orleans said that city was shut out from Texas and Oklahoma, and gets most of its grain from Omaha, and via the barge line from St. Louis.

G. P. GAIENNE agreed with Mr. Daunoy.

W. R. SCOTT of Kansas City Board of Trade presented exhibits on rates and traffic. His figures showed that the Southwestern carriers earned 2.8% less revenue in 1926 than in 1924, while the central west carrier enjoyed an increase of 18.8%.

F. A. THEIS, of Kansas City favored equalization of ports to give more outlets for export grain.

HARRY WILSON, representing the Eastern trunk lines, said that any reduction in rail rates east of Buffalo would be taken as ground for demanding lower rates elsewhere in the United States.

W. T. BROOKING said the Galveston monopoly of Oklahoma and Texas wheat adversely affected the wheat growers, so that his company operating at St. Louis could export only from New Orleans, and only because the barge line was available. He objected to a further reduction in rates from Chicago to the Atlantic ports. St. Louis dealers now, he said, have difficulty in drawing grain from Kansas, Nebraska, Illinois and Iowa in competition with Chicago dealers.

Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

April 13-14. California Hay, Grain and Feed Dealers Ass'n, Los Angeles, Calif.

April 24. Mount Vernon (Ohio) district meeting Ohio Grain Dealers Ass'n, Curtis Hotel.

May 1-2. Western Grain Dealers Ass'n twenty-eighth annual convention, Sioux City, Ia., Martin Hotel headquarters.

May 10-11. Illinois Grain Dealers Ass'n thirty-fifth annual convention at Joliet, Ill., Hotel Louis Joliet headquarters.

May 15-16. Kansas Grain Dealers Ass'n thirty-first annual meeting, Dodge City, Kan., headquarters at the new "Lora-Locke" Hotel.

May 18-19. Grain Dealers Ass'n of Oklahoma, Enid, Okla.

May 21-22. Texas Grain Dealers Ass'n thirty-first annual convention, Fort Worth, Texas.

May 24-26. American Feed Manufacturers Ass'n Twentieth Annual Convention, West Baden Springs Hotel, West Baden, Ind.

May 29-30. Pacific States Seedsmen's Ass'n annual convention, Portland, Ore.

June 18-19. Montana Grain Dealers Ass'n, Wolf Point, Mont.

June 19-20. Ohio Grain Dealers Ass'n 49th Record Breaking Jubilee and Convention, Argonne Hotel, Lima, O.

June 21-23. Southern Seedsmen's Ass'n, tenth annual convention, at New Orleans, La.

June 26-27. Farm Seed Ass'n of North America, Stevens Hotel, Chicago, Ill.

June 27-29. American Seed Trade Ass'n Annual Convention, Stevens Hotel, Chicago, Ill.

June — Pacific Northwest Grain Dealers Ass'n annual convention, Walla Walla, Wash.

June — Farmers Managers Ass'n of Nebraska, mid-summer meeting, Omaha, Nebr.

Aug. 20-22. National Hay Ass'n Annual Convention, Fort Wayne, Ind.

August — Oklahoma Seedmen's Ass'n, Stillwater, Okla.

Sept. 24-26. Grain Dealers National Ass'n, Boston, Mass.



Fred H. Clutton, Chicago, Sec'y Board of Trade.

Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

The Protein Problem in the Northwest

Grain Dealers Journal: The development of protein content as a prime factor in setting a premium on milling wheat is causing country elevators in the Northwest to seek ways and means of reflecting this premium to the grower. This is fairly easy in the case of the large producer raising several carloads. The elevator simply handles the wheat for his account, sending it where the best price may be obtained and deducting a handling charge when the final returns come in.

Reflecting premium values to the small producer is more difficult. In some districts the elevator managers take samples from various farmers during the early run and send them in air-tight containers to a laboratory for testing. They base their prices on the results taking a little larger margin than usual to allow for the difference in the test and the actual content when the wheat arrives at market.

In a few places elevators pool the production of several small farmers, keeping the grain in a separate bin until shipped and dividing the returns proportionately according to the amount of grain handled for each.

The variation of protein content even in restricted districts increases the difficulty of reflecting true protein content. During the rush of the season the dealer has little time and no bin space to devote to the problem.

Last season many large producers in the Northwest bought portable loaders and shipped their grain themselves in order to get full advantage of what protein their wheat contained, dealing direct with the commission companies. In some cases they went into competition with the grain elevators buying from their neighbors enough to fill out the cars they were loading. This condition will continue until the elevators devise some means of reflecting protein premiums to the producer.—M. F. Ericson.

Can You Detect Shrinkage in Handling?

Grain Dealers Journal: I wonder how many grain dealers are making an honest to goodness effort to determine the cost of handling grain from farmer's wagon to scale hopper at destination? That is the country elevator man's usual period of ownership during which he is responsible for the care of the grain and the handling and during which he must stand all expenses as well as the losses due to deterioration in quality and decline in market value. However, there is one simple way of keeping track of the shrinkage in each kind of grain handled which I find most enlightening.

I keep a ledger account with each kind of grain both by bushels and by dollars and cents paid out for each kind of grain as well as dollars and cents received for what I am able to deliver at destination. My weight shrinkage in handling each kind of grain has proved most amazing and discouraging. I have had my scales tested and all spouting gone over carefully so as to stop up any leaks and still I suffer a shrinkage that does not seem possible.

I am wondering if other dealers who keep a ledger account with each kind of grain are distracted by the same discouraging results. The figures are so large that I cannot credit them. A neighbor has suggested that grain is being stolen from my bins, but I keep my house securely locked and I am unwilling to credit the loss to thieves. I do not believe it

is possible for grain to shrink thru evaporation enough to account for my apparent shrinkage in handling. What causes the loss is a puzzle.

If any other dealers are experiencing similar trouble I would appreciate it very much if they would tell what they are doing to detect the causes of their loss. Every time I clean my bins of any kind of grain, I check up on the bushels bought and the bushels sold and have a shrinkage that is surprisingly large and most discouraging.

The dealers of this section have been attempting to handle wheat on a margin of 5c a bushel, but if they suffer the same shrinkage in handling that I do none of them are realizing a penny for the use of their elevator facilities in storing and handling the grain. Any light any dealer can give me on this alarming shrinkage and its cause will be most welcome.—F. J. Merrick.

The "Only Reason" for a Second Elevator at Tazewell, Ill.

Grain Dealers Journal: I was very much interested in the short article appearing in upper right hand corner of page 253 of Journal for Feb'y 25 headed "Stubborn Competition." We happen to be the "second" company referred to in spite of the fact that our company was organized over fourteen years before our competitors. This article is the first intimation we have received that an elevator was offered for sale to us at Tazewell. It is also news to us that we have indulged in any bitter feelings towards anybody in connection with this matter. It is the first time that any trade journal has seen fit to classify us as prejudiced and stubborn. We will also say, that according to the best of our belief and knowledge, we have never sprung bids to any individual who has announced to us that he was selling to the highest bidder. In such cases, our competitor has invariably bought the grain. Our bids always go on the board after the close of the market for all to see, and each seller on any given day gets exactly the same price as any other seller that sells at the same time. We do not spring bids to anybody under any circumstances.

Our records show that the past seven years, during the period that our competitors have been in business, have been by far the most prosperous the company has ever enjoyed. In this period we have reduced our borrowed money twelve thousand dollars, spent four thousand dollars for improvements on the property, and paid the stockholders seven thousand dollars in dividends on an original investment of eight thousand dollars. This statement of facts is considerably at variance with the closing two sentences of the article in your Journal, which are designed to give the impression that our stockholders are suffering as a result of the alleged overbidding contest that is being indulged in here.

The only reason that we propose to build an elevator at Tazewell is that there are a number of people out there who wish us to build and buy grain. They have contracted to purchase from us forty-one shares of stock at \$125.00 per share in return for our building an elevator there. Most of this stock has been fully paid in at the present time. Some of these new stockholders in our company are also stockholders in the other company. Draw your own conclusions as to the respective merits of the situation.

Our ideal has always been and will continue to be that of getting the farmer the most money possible for his grain. That is what we consider to be the true function of the farmers elevator—Minier Co-op Grain Co., Harry Brennemann, Mgr., Minier, Ill.

Investigation at Tazewell which is but a few miles from Minier on the Penn. R. R. shows but one elevator. During the year 1927 about 50 cars grain moved out of Tazewell over the Penn. rails and 30 cars of grain moved out of Mackinaw over the Penn. rails. Surely that

does not justify the building of a second elevator at Tazewell.

A Farmer on Farm Relief.

Grain Dealers Journal: The question is: Will the McNary-Haugen bill benefit the farmer, or not?

The first thing that comes to my mind is: Can we get around supply and demand? Who but the farmer will pay the bunch of white-collared fellows at Washington who are to tell us what to do and just when to act.

Human nature and the desire to plunge ahead will lead to another downfall; while at the same time the white-collared fellow will get a fat living and the farmer will be compelled to pay the bill, with no benefit. I consider it will be a failure and the farmer will again hold the sack.

Ours is now the most prosperous nation on the globe. Prices are high for the consumers to pay. The cities are prospering. They are spending their money freely, which is fine for the country. Once the farmer gets over this crash he will be all right.

Competition causes the men who study market conditions to pay all they can afford to pay to the farmer. But if business is put into some white-collared fellow's hands, who has no interest except for his own fat living, I can see nothing but a failure.

The farming business is a business of its own that requires close attention and when a farmer commences dabbling with some other business he usually fails; and on the other hand if a city man tries to run a farm as a side issue he usually fails.

We are having great prosperity now when we consider the price of live stock, poultry and dairy products, the things a farmer should raise to keep up the fertility of his soil. Compare the prices now with the prices 30 years ago. I cannot see what the farmer has got to complain about. I can pick out farmers by the dozen who started out 40 years ago with nothing that now have good comfortable homes and are on Easy street.

I am a farmer and always have been, and I would not let a man in Washington dictate to me how I should run my farm. I consider that my own business. I would not allow any man in Washington to dictate to me how I should dispose of my crops. I am a taxpayer on visible property and I know that when some white-collared fellow gets some pet scheme thru to feather his nest the taxpayer is compelled to pay the bill either directly or indirectly. Our taxes are a burden now without any more added.

One new tax burden we have is the consolidated school deals that will take the prime of a man's life to pay. When I raised my family and gave them all a high school education I paid my own bills, but now I must give the other man's children a high school education, which expense will continue the balance of my days.

Now comes the McNary-Haugen bill which I consider the most gigantic scheme for the white-collared fellow to get a living off the farmer.

The average farmer is not trying to keep up the fertility of his soil. Continued cropping is cutting down the yield, and if legislation is enacted to stimulate prices he will still continue cropping and the legislation will do him no good.

If they pass this McNary-Haugen bill it will throw the cogs of the business machinery out of gear. The grain dealers have their millions invested. They make all marketing conditions a study. They are experienced. The successful ones will prosper. If the government puts this great scheme into inexperienced men's hands, even tho they are honest and wish to be fair they will still fail and leave the farmer holding the sack. If they are not honest will be still worse.—Geo. D. Herring, R. F. D., No. 3, Fort Madison, Ia.

Explosion in Hammer Mill.

Grain Dealers' Journal: Our hammer mill outfit has an extra hopper to accumulate the ground feed coming down out of the dust collector. From this receiving hopper the ground feed is spouted into the sack.

From all indications an explosion occurred in this wooden receiving hopper, as the dust collector is intact. The flames struck the elevator man in the face, burning his face.

The fire was all over the warehouse by the time the fire department arrived, and in the elevator connected with the warehouse. One man went up the manlift with a fire extinguisher, but found the entire Texas aflame.

We have no way of establishing the fact that the fire was due to an explosion of dust, but the boys think they heard an explosion, and the fire was all over the plant instantly.—P. N. Kroeker, pres. Farmers Mill & Grain Co., El Reno, Okla.

Demand for Malting Barley Increasing in Canada.

One of the outstanding features of grain marketing recently is the steady increase in the demand for barley. This is due to more extensive use of this cereal as a feed grain and in malting for brewing. At present not enough barley of varieties suitable for malting is produced in Canada and supplies are obtained elsewhere. While some districts in Western Canada are not good barley producers, there are localities in which splendid barley crops may be grown. Steps are now being taken to make special studies of varieties suitable for malting and also to see that special malting grades are established.—*Grain Trade News*, Winnipeg.

Bureaucrats Guessed Bean Market Wrong.

Michigan bean growers are sore at the Department of Agriculture of that state. The crop was officially estimated to be short and it was a fact; but a "Bean Commission of Ten" appointed by Herbert E. Powell, state commissioner of agriculture, advised the farmers not to sell for less than \$5 per 100 lbs.

When able to obtain \$5 many of the farmers, relying on this advice, did sell.

Now they are sorry. The price of beans has gone to \$8 per bus., and the Michigan Bean Jobbers Ass'n tells them the crop was only 7 bus. per acre instead of the 9 bus. per acre estimated by the Department of Agriculture.

To Distribute Benefits of Monopoly.

Amendments to the anti-trust act and the Clayton Act were advocated Mar. 21 at a meeting of the committee on commerce of the American Bar Ass'n, to make legal certain combinations and monopolies now prohibited.

Benjamin A. Javits, an attorney representing several trade ass'ns, made the principal argument. He referred to several exceptions that had been made to favored interests exempting railroads, steamship lines and agriculture from the operations of anti-trust laws. He said that present laws in a large number of instances are working hardships on American industry. He declared it was better to have some general amendments to the present laws than a large number of special bills to deal with the coal situation today, the oil situation tomorrow and some other industry the next day.

Prof. Carver of Harvard says that, "during any twenty year period the farmers who have regularly sold their wheat directly from the threshers, their cotton from the gin and any other staple crop as soon as it is harvested have made more money than those who have regularly tried to hold it for a rise."

Bureaucrats to Control All Grain Future Trading

The bill for control of grain exchanges by the federal bureaucracy has been introduced in the Senate by Capper as S. 3575 and in the House by Dickinson as H. R. 11952.

This bill is backed by the Illinois Agricultural Ass'n, by the American Farm Bureau Federation and by the leading bull wheat speculator. Hearings on the bill are to begin April 2.

It would deliver the Board of Trade, roof, pit and sub-cellar, into the hollow of the Secretary of Agriculture's hand. It reads as follows:

A BILL to amend the Grain Futures Act.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That the Grain Futures Act is hereby amended as herein set forth.

Sec. 2. The definition of the word "grain," as set forth in section 2 (a), shall read:

"The word 'grain' shall be construed to mean wheat, corn, oats, barley, rye, flax, sorghum, grass seeds, and the seeds of legumes."

Section 2 (a) is further amended by adding the following sentence at the end thereof:

"The words 'cooperative ass'n of producers,' as used in this Act, shall mean and include any ass'n, corporate or otherwise, composed substantially of producers of agricultural products, or any organization acting for a group of such ass'ns."

Sec. 3. The following new sections are added at the end of section 4:

"Sec. 4A. It shall be unlawful for any member of a contract market (1) knowingly, and with intent to defraud, to make any false report or statement to any person concerning the disposition of any order placed by such person with such member for execution on a contract market; or (2) knowingly, and with intent to defraud, to fail truly and correctly to account to such person for such order; or (3) to refuse to trade with any person, with intent to injure, damage, or destroy the business of such person; or (4) to conspire or agree with any person, whether a trader or not, to injure, damage, or destroy the business of any person admitted to trade on a contract market; or (5) to manipulate or attempt to manipulate prices or grades of grain; or (6) to disseminate false or misleading or inaccurate reports concerning crop or market information or conditions that affect or tend to affect the price of grain; or (7) willfully to make or cause to be made any false entry in his accounts; or (8) willfully to neglect or fail to make or cause to be made full, true, and correct entries in such accounts and records; or (9) to cheat or defraud any person with respect to such orders and executions in any manner whatsoever.

"Sec. 4B. (1) It shall be unlawful for any person not a member of a contract market to solicit or take orders from others for the execution of any contract or sale or purchase of grain for future delivery, unless such person complies with the provisions of this Act and with the rules and regulations of the Secretary of Agriculture with respect to the making and filing of reports and keeping of records, open to inspection, in the same manner and to the same extent as required of members of such contract markets.

All Customers Must Put Up Same Margin.

"Sec. 4C. It shall be unlawful for any member of a contract market (1) to use any deposit of margin money except solely and exclusively for the benefit of the depositor thereof, or (2) to discriminate between different customers in the matter of margin requirements, or (3) to fail to keep full and accurate accounts of such deposits.

"Sec. 4D. It shall be unlawful to make any contract for the purchase or sale of grain for future delivery on any contract market unless such contract shall call for the delivery of grain of the grade or grades fixed by the Secretary of Agriculture under authority of the United States Grain Standards Act, and unless such contract shall provide that the person receiving the grain shall have the right, when the grain is loaded out of the warehouse or is delivered on track in cars or otherwise, to appeal under the provision of the United States Grain Standards Act for the determination of the true grade thereof.

"Sec. 4E. It shall be unlawful to deliver or make deliverable on a futures contract grain which has not been duly inspected and graded by an inspector specially designated for that purpose by the Secretary of Agriculture, or which is not one of the grades designated for the purpose by the Secretary of Agriculture.

Secretary to Set Discounts.

"Such grain shall be delivered at the contract price if of contract grade, or if other than contract grade, at such difference above or below the contract price as may be fixed by the Secretary of Agriculture as hereinafter provided.

Notice to Be Given Prior to Delivery.

"Sec. 4F. It shall be unlawful to make any contract for the purchase or sale of grain for future delivery on any contract market unless such contract shall provide for a period of at least ten business days, after trading in such contracts has ceased, in which to make settlement by delivery and shall provide further that deliveries on such futures contracts shall be made only after notice of at least three business days preceding the day designated in the notice for such delivery, which notice shall show to the party taking delivery the kind and grade of grain to be delivered, together with the names of the warehouses, if any, in which such grain is stored: Provided, That the Secretary of Agriculture by rule, regulation, or order may fix longer periods for settlement, and require longer notices to be given upon notice at least thirty days prior to the effective date thereof.

"Sec. 4G. It shall be unlawful for any contract market to make, adopt, or maintain any rules or regulations, or any changes or modifications thereof governing trading in grain for future delivery, which have not been approved by the Secretary of Agriculture.

Puts and Calls Prohibited.

"Sec. 4H. Dealing in 'privileges' or in options to buy or sell and all trading of the character known as 'bids,' 'offers,' 'puts,' 'calls,' 'indemnities,' 'ups,' 'downs,' and 'advance or decline guaranty,' being transactions of a gambling character, is against public interest and constitutes an undue and unnecessary obstruction to and burden upon interstate commerce and the same are hereby prohibited.

Secretary to Limit Individual Trading.

"Sec. 4I. 'Short selling' and 'long buying' in amounts which the market is unable to absorb readily, by persons having only a speculative interest in the market upset and disturb prices and are an unnecessary burden upon interstate commerce and against public interest, in that they afford opportunity and invitation to manipulate grain prices. Purchases and sales of grain for future delivery on any contract market by speculators are hereby prohibited (a) when made in amounts in excess of two million bushels in any one feature during any single business day, and (b) when they result in giving such speculator a net position, long or short, in any one future in excess of two million bushels at any one time: Provided, however, That the Secretary of Agriculture may from time to time, by order and notice thirty days prior to the effective date thereof, fix limitations in lesser amounts upon the rate of buying or selling and upon net positions if after investigation he finds and determines that such limitations are necessary; and provided, further, That said prohibition shall not apply to bona fide hedging transactions, but shall apply to transactions known as 'spreads' or 'straddles.' This section shall not be construed to prevent any organization or agency of the United States Government from buying or selling for future delivery on any contract market in any amount.

"Sec. 4J. It shall be unlawful for any person to make any contract for the purchase or sale of grain for future delivery on any contract market unless such person shall report or cause to be reported to the properly designated officer in accordance with rules and regulations prescribed by the Secretary of Agriculture (1) whenever such person shall make any purchases or sales of grain for future delivery which amounts in any single day to five hundred thousand bushels or more in any one future dealt in on such contract market, and (2) whenever he shall obtain an interest in any one future which amounts to five hundred thousand bushels or more at any one time: Provided, That the Secretary of Agriculture shall have full power and authority to require reports of purchases or sales or transactions in the market of smaller amounts when by regulations or order and notice he may so provide from time to time."

Sec. 4. The following new section is added at the end of section 5:

Secretary to Prescribe Form of Records.

"Sec. 5A. All persons and organizations associated or affiliated, whether as subsidiaries or by contract, trust arrangement, or otherwise, with any board of trade designated as a contract market, and controlled by or operating for the benefit of said contract market or its members as clearing ass'ns, agencies for distributing news and/or price quotations, for warehousing purposes, or for any purpose or

function relating in any way to the purchase or sale of grain for future delivery on said board of trade are hereby declared to be agencies of such contract markets, and all such agencies shall make reports and keep records open to inspection to the same extent and for the same purpose as required of said contract market and/or its members by this Act. All records required to be kept by any contract market, or its members, or its agencies or other persons, under this Act shall be kept in such form and manner as may be prescribed by the Secretary of Agriculture from time to time."

Sec. 5. Section 9 is amended to read:

Penalty.

"Sec. 9. Any person who shall violate the provisions of section 4 of this Act, or who shall fail to evidence any contract mentioned in said section by a record in writing as therein required, or who shall knowingly or carelessly deliver for transmission through the mails or in interstate commerce by telegraph, telephone, wire, or other means of communication false or misleading or knowingly inaccurate reports concerning crop or market information or conditions that affect or tend to affect the price of grain in interstate commerce, or who shall violate the provisions of sections 4A to 4J, both inclusive, and section 5A shall be deemed guilty of a misdemeanor, and upon conviction thereof be fined not more than \$10,000 or imprisoned for not more than one year, or both, together with the costs of prosecution."

Sec. 6. The following new sections are added at the end of the section 12:

Bureaucrat to Determine Grades Deliverable.

"Sec. 13. The Secretary of Agriculture is authorized—

"(1) To determine from time to time, and prescribe by rule, regulation, or order, the grades of grain which shall be deliverable on futures contracts and shall give due notice thereof.

Discounts to Be Fixed by Bureaucrat.

"(2) To establish from time to time price differences at which grades other than the contract grade may be delivered on futures contracts. In fixing such price differences the Secretary of Agriculture shall give due consideration to and be guided by the actual commercial differences in the values of the several grades obtaining on the particular market and/or on other markets governed by similar conditions, but shall not thereby be precluded from making such other and further allowances in said price differences as are reasonably necessary to insure delivery of basic grades.

To Create Federal Grain Inspection Department.

"(3) To provide adequate inspection service for determining the grade of grain tendered for delivery on futures contracts and to employ such number of competent inspectors as may be necessary to establish such service at the several contract markets. There is hereby authorized to be appropriated from time to time such sums as shall be necessary therefor, based upon annual estimates by the Secretary of Agriculture. The Secretary shall fix and collect fees for original inspections and appeals to cover the cost thereof, which collections and fees shall be covered into the United States Treasury as miscellaneous receipts."

Carrying the physical properties of an elevator business at the original investment figures is placing an expensive toll on income.

Stocks in Country Mills and Elevators.

Washington, D. C., Mar. 17.—Stocks of wheat in country mills and elevators on March 1 are estimated by the Crop Reporting Board to have been 74,086,000 bus., which is 12,000,000 bus., or 14%, less than the stocks of 85,907,000 bus. a year ago, and slightly less than the 76,333,000 bus. held two years ago. Wheat stocks were smaller than a year ago in all sections of the United States except the Western States. Details for the important states are shown below:

In Thousands of Bushels.				
State.	1924	1925	1926	1927
N. Y.	816	612	900	977
Pa.	2,134	2,137	2,700	4,236
Ohio	4,706	3,345	2,187	3,635
Ind.	3,425	2,318	2,570	3,064
Ill.	3,750	2,659	2,950	2,052
Mich.	2,321	2,215	1,747	2,160
Wis.	236	334	408	396
Minn.	3,274	3,786	3,935	3,474
Iowa	949	549	441	565
Mo.	3,311	1,711	2,702	2,577
N. D.	9,283	13,315	15,733	12,333
S. D.	2,201	2,813	3,184	1,974
Nebr.	2,197	3,511	1,708	2,806
Kan.	5,028	7,398	6,191	9,005
Okl.	2,277	2,356	2,175	4,425
Texas	982	1,010	325	984
Mont.	7,156	4,144	4,903	7,159
Wash.	15,916	2,902	6,038	6,544
All other ..	28,022	9,626	15,533	17,547
U. S.	98,284	67,673	76,333	85,907

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

Booker, Tex., March 10.—Our wheat looks 100% moisture 100%, condition 100%.—C. R. Holman, Booker Grain Co.

Pleasanton, Cal., March 19.—Wheat and barley crops here are in fine condition but will need more rain to make a full crop.—H. P. Mohr, Amador Valley Grain Elevator.

Hastings, Neb., March 13.—Winter wheat in this territory is in splendid shape, contrary to Bryant's report issued here today.—R. T. Browne, Simonds-Shields-Lonsdale Grain Co.

Morristown, Ind., March 10.—Wheat looks sick but the early sown is expected to come out with spring weather. The late sown wheat is dead and lifts out of the ground.—Morristown Elevator.

Geary, Okla., March 22.—Present condition of growing wheat in Geary territory is very satisfactory. We have sufficient moisture, no winter damage, and no insect damage being reported at this time.—Geary Mill & Elevator Co.

Ames, Ia., March 21.—With the approach of warm weather there are 140,000,000 bus. of corn in Iowa farm cribs in danger of rotting, as samples received from points throughout the state showed a moisture content of 15 to 50%.—Professor Burnett, Iowa Agricultural Station.

Springfield, Ill., March 21.—There has been some winter killing of alfalfa during the week ending March 20. Oats seeding has continued in some parts of the central counties. A large portion of the winter wheat is dead, this being especially true of the late seeded.—Clarence J. Root, meteorologist.

Kingfisher, Okla., March 22.—Our acreage this year is about 110% and our growing condition about 93%. There is a little damage from green bugs and freezing to wheat that was sown late. As a general rule, however, our wheat is unusually well rooted, and we will have a good average crop if the present conditions are fulfilled.—J. A. Ruth.

Lafayette, Ind., March 10.—The past winter has been a hard one on wheat. Purkoff, the variety originated by the experiment station, has come thru in good shape despite the lack of snow when it was needed, indicating again its hardiness and ability to produce in spite of bad conditions which play havoc with many poorer varieties.—Purdue University.

Evansville, Ind., March 15.—Many of the "pocket" farmers have announced they will plow under their wheat and sow the ground in oats and soy beans. The cold weather in January killed much wheat in this section. Many farmers in bottoms along the Wabash and White rivers report growing wheat was drowned by the high water in January and February.—C.

Manchester, Okla., March 22.—We have a wonderful prospect and have never seen the growing wheat look any better at this time of year. Our acreage is larger than last year, the color is perfect and the stand is good. I own two elevators at Waldron, Kan., one on the Rock Island and one on the Orient. Conditions of the growing crop are as good there as here.—G. T. Price, State Line Grain Co.

Delavan, Ill., March 15.—Central Illinois winter wheat is in bad condition. Farmers are arranging to sow barley, spring wheat and early oats on wheat. One grain merchant reported selling 3,000 bus. of barley to his customers to be sown on thin stands of winter wheat. Another grain merchant has disposed of two carloads of spring wheat for the same purpose.—Geo. J. Betzelberger, operating Fairbanks Scale test and service truck.

Oklahoma City, Okla., March 22.—I have just returned from a trip, driving by auto from Amarillo, Tex., north over the proposed route of the C. R. I. & P. Railway, which is now constructed north from Amarillo about 60 miles, and a contemplated extension of 35 miles further from Stinnett to Gruver, Tex. In returning by way of Spearman, Canadian, Texas, Cheyenne, Clinton, Weatherford, Oklahoma, back to Oklahoma City, I have the following to report on the trip as to the impression I got as to the present growing wheat crop at this time: The territory between Amarillo and Spearman, Tex., shows conditions to be not extra good on account not being more than half stand. Coming east from Spearman to Canadian, I found the conditions of the growing crop somewhat better; however, not extra good. From the territory between Canadian, Texas, and Clinton, Oklahoma, should be rated in my judgment about 90% normal, and from Clinton to Oklahoma City conditions still look better and compared with an average year would be about 95%. In the territory west, north and south of Enid, while it is somewhat spotted as a whole, I would estimate the present crop conditions about 90% of a normal crop. Several fields are extra good, while there are some not nearly so good.—J. W. Maney.

Salvador: Export duties on corn, rice, and beans are abolished by an Executive decree of a month ago, which also rescinds the export prohibition of these grains provided for in a previous decree. Formerly these products were subject to the general Salvadorian export duty of \$0.025 per 100 kilos.

Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for May delivery at the following markets for the past two weeks have been as follows:

	Mar. 10.	Mar. 12.	Mar. 13.	Mar. 14.	Mar. 15.	Mar. 16.	Mar. 17.	Mar. 19.	Mar. 20.	Mar. 21.	Mar. 22.	Mar. 23.	Mar. 24.
WHEAT													
Chicago	136 1/4	136 3/4	137 1/4	137 3/4	137 1/4	137 1/4	138 1/4	138 3/4	139 1/4	139 3/4	140 1/4	139 3/4	139 1/4
Kansas City	127 1/4	128 1/4	129 1/4	129 3/4	128 1/4	129 1/4	130 1/4	130 3/4	131 1/4	131 3/4	131 1/4	131 3/4	130 3/4
St. Louis (hard winter)	135 1/4	136 1/4	137 1/4	137 3/4	136 1/4	137 1/4	138 1/4	138 3/4	139 1/4	139 3/4	139 1/4	139 3/4	138 3/4
Minneapolis	130 1/4	131 1/4	131 3/4	131 1/4	131 1/4	132 1/4	132 3/4	133 1/4	133 3/4	133 1/4	133 3/4	133 1/4	132 3/4
Duluth (durum)	126 1/4	127 1/4	128 1/4	127 1/4	127 1/4	128 1/4	128 3/4	130 1/4	130 3/4	131 1/4	131 3/4	131 1/4	129 3/4
Winnipeg	140 1/4	140 3/4	141 1/4	141 1/4	140 1/4	140 1/4	141 1/4	142 1/4	142 3/4	142 1/4	142 3/4	141 1/4	141 1/4
Milwaukee	136 1/4	136 3/4	137 1/4	137 3/4	137 1/4	137 1/4	138 1/4	138 3/4	139 1/4	139 3/4	140 1/4	139 3/4	139 1/4
CORN													
Chicago	96 1/4	97 1/4	97 1/4	98 1/4	99 1/4	100 1/4	100 1/4	100 1/4	102 1/4	101 1/4	101 1/4	99 1/4	99 1/4
Kansas City	89 1/4	89 3/4	90 1/4	91 1/4	91 3/4	93 1/4	92 3/4	93 3/4	94 1/4	94 3/4	93 3/4	92 1/4	91 1/4
St. Louis	98 1/4	98 3/4	99 1/4	100 1/4	101 1/4	102 1/4	102 3/4	102 3/4	103 1/4	103 3/4	103 1/4	102 1/4	101 1/4
Milwaukee	55 1/4	56 1/4	57 1/4	57 3/4	57 1/4	58 1/4	58 3/4	58 1/4	58 3/4	58 1/4	58 3/4	57 1/4	57 1/4
OATS													
Chicago	55 1/4	55 1/4	57 1/4	57 1/4	57 1/4	58 1/4	58 1/4	58 1/4	58 1/4	58 1/4	58 1/4	56 1/4	57 1/4
Minneapolis	53 1/4	53 1/4	54 1/4	54 1/4	55 1/4	55 1/4	55 1/4	55 1/4	55 1/4	55 1/4	54 1/4	54 1/4	54 1/4
Winnipeg	65 1/4	66 1/4	67 1/4	68 1/4	68 1/4	68 1/4	69 1/4	69 1/4	69 1/4	69 1/4	69 1/4	68 1/4	68 1/4
Milwaukee	116 1/4	117 1/4	117 1/4	118 1/4	118 1/4	119 1/4	119 1/4	120 1/4	121 1/4	121 1/4	122 1/4	119 1/4	118 1/4
RYE													
Chicago	116 1/4	117 1/4	117 1/4	118 1/4	118 1/4	119 1/4	119 1/4	120 1/4	122 1/4	123 1/4	122 1/4	119 1/4	119 1/4
Minneapolis	109 1/4	110 1/4	111 1/4	111 1/4	111 1/4	112 1/4	112 1/4	112 1/4	114 1/4	115 1/4	114 1/4	112 1/4	111 1/4
Duluth	113 1/4	114 1/4	114 1/4	115 1/4	115 1/4	116 1/4	116 1/4	116 1/4	118 1/4	119 1/4	118 1/4	116 1/4	115 1/4
Winnipeg	116 1/4	117 1/4	118 1/4	118 1/4	119 1/4	119 1/4	119 1/4	119 1/4	121 1/4	122 1/4	121 1/4	119 1/4	118 1/4
BARLEY													
Minneapolis	84 1/4	84 1/4	85 1/4	85 1/4	85 1/4	85 1/4	85 1/4	88 1/4	88 1/4	88 1/4	88 1/4	86 1/4	86 1/4
Winnipeg	92 1/4	92 1/4	92 1/4	93 1/4	94 1/4	94 1/4	95 1/4	95 1/4	95 1/4	94 1/4	94 1/4	93 1/4	93 1/4

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Evansville, Ind., March 15.—Little corn is being delivered at the elevators and mills in southern Indiana. Many farmers who have corn to sell have found it almost impossible to bring in their grain because of the bad condition of the roads. Some of the corn sold has been in bad condition.—C.

Enid, Okla.—A large amount of corn recently was shipped out of Enid to the gulf for export. It was a train of 50 cars loaded in one day by the Enid Terminal Elevator Co. The next day 15 carloads went out. This is an unusual shipment of corn from Oklahoma. There was an extremely large crop in this territory last year.

St. Joseph, Mo., March 19.—St. Joseph corn receipts for the months of December, 1927, January and February, 1928, were the heaviest three months on record for this market, taking the period as a whole. December receipts were the heaviest ever enjoyed by St. Joseph for corn.—Grain Exchange, Nelson K. Thomas, sec'y.

Portland, Ore., March 10.—Receipts for the month of February, compared with those of February, 1927, in bus., were as follows: Wheat, 2,813,000-2,247,500; corn, 147,000-124,500; oats, 135,000-95,000; rye, 12,000-4,500; barley, 11,200-60,800. Shipments similarly compared were: Wheat, 813,612-573,296; corn 196-...; oats, 7,259-36,942; barley, 12,835-...—Merchants Exchange.

Montreal, Que., March 10.—Receipts of grain during the month of February, compared with those of February, 1927, in bus., were as follows: Wheat, 629,918-438,104; corn, 40,021-53,648; oats, 356,414-437,457; rye, 1,071-23,290; barley, 67,217-88,380; flaxseed, 18,375-20,318. Shipments similarly compared were: Wheat, 48,634-66,449; corn, 1,935-14,462; oats, 41,104-72,201; barley, 2,573-3,387.—J. Stanley Cook, sec'y, Board of Trade.

Waverly, Kan., March 10.—Because of the failure of the oats crop last year we have shipped in three cars of red Texas oats for seed. There have been track buyers thru this community in the last two weeks from southern Missouri and Illinois trying to buy corn, but they have had very little success since most of the corn that will be shipped has already gone out.—Frank L. Louk, mgr., Star Grain & Lumber Co.

Peoria, Ill., March 10.—Receipts for the month of February, compared with those of February, 1927, in bus., were as follows: Wheat, 98,400-65,200; corn, 2,697,200-2,517,850; oats, 776,000-628,200; rye, 1,200-...; barley, 412,800-91,000; mill feed (tons), 42,020-26,660. Shipments similarly compared were: Wheat, 90,000-49,200; corn, 1,632,100-1,294,700; oats, 679,100-465,200; rye, ...-1,200; barley, 291,200-11,200; mill feed (tons), 50,997-31,210.—John R. Lofgren, sec'y, Board of Trade.

Fort William, Ont., March 15.—With most of the elevators at the head of the lakes filled practically to capacity, the number of cars loaded with grain in the yards of the two railways is increasing, totalling today approximately 5,000. In the Canadian National yards there are reported 2,906 today and in the Canadian Pacific yards 2,100. These cars will hold between six and seven million bushels, it is estimated. All-rail shipments are very light, being only half a million bushels a week, so that elevators can take in very little of the grain now coming down. As a few cars are taken out, the grain promptly is replaced in the elevators by grain from the yards.

Over 150,000 acres of public land in western states are open to settlement, Sec'y Work of the Interior Department, announced on March 17 on the basis of a reclassification of the lands by the geological survey. Why open any more land to cultivation when the professional politicians and the agricultural agitators spend all their waking hours weeping over the farmers lack of a market for the grain now produced.

Prices Rising in All Grain Markets

Seldom has there developed so strong a situation in the grain markets as at present. The foreigners for about the first time without a war stimulus are right in step to take large quantities of wheat, corn and rye at the current level of advanced prices. This has made itself apparent in a natural corner in rye futures on the Chicago Board of Trade. Corn at the Gulf ports for export is quoted at a very high price. Eastern buyers can not wait for cheap lake transportation but order all rail shipment of corn from Chicago.

Following are excerpts from the convictions of prominent Chicago dealers:

Bartlett Frazier Co.: The wheat market met strong commission house buying and gradually worked higher under the influence of fresh buying and reports of a liberal export business, including considerable U. S. wheat in the total. New York advised of the sale of No. 2 hard wheat via the Gulf at 9¼c over Chicago May, when at the same time No. 3 Manitobas were held at 1½c under this figure. Cash was strong in all markets with premiums maintained. Those of our clients who read our letter of yesterday will not be surprised at the sudden appearance of export demand in volume. This belief would have been further strengthened if they had read Broomhall's Corn Trade News Foreign Wheat Review which was extremely bullish in tone. The fact that foreigners were buyers of practically all food and feed grains as well as lard, but strengthens this belief.

The new crop outlook east of the river shows no signs of betterment, altho the moisture southwest has temporarily brought pressure on the deferred futures. Suffice it to say, that our advices from the seaboard reported acceptances of all grain, wheat, corn, rye, oats and barley. This is enough to prove the breadth of European demand and in our belief this same demand will not only continue but in larger volume, because there seems to be, not only a deficiency abroad, but a lack of supply outside of North America. One of the most striking features recently was the fact that a demand has sprung up for No. 2 hard winters simply because of the poor quality of foreign crops and a necessity of good milling wheats to mix with low grade wheats which are coming in from other exporting countries. We again call attention to the fact that the premium on our May wheat over July attained a difference of 3c a bu., which is the best evidence of either export or domestic demand or both.

All winter our market has been of a more or less professional character and the writer has deprecated the advertisement of that fact because it is not a constructive policy. In the past two weeks there has been a material change in the character of the trade, that is, a very much broader market, particularly as prices hardened. This is conclusive to our minds that people at large are paying more attention to wheat values, as compared with other commodities and it looks to the writer as tho wheat was relatively the cheapest grain now being operated in as not only a real commodity but a speculative one. We care little or nothing about the growing prospects at the moment altho we feel that they are none too good taken as a whole, but the writer still insists that the near situation, that is, before a new crop is marketable warrants very much higher prices.

No argument is necessary to prove the strength of the corn situation, except to repeat a few of the salient news items of the day. Export business was large, both at the seaboard and via the Gulf. Chicago No. 2 corn in store sold to a seaboard exporter at 1¼ to 1½ cents over the March price. Primary movement was lighter and the basis locally firm to 2 cents higher with outside markets overbidding Chicago in its own territory by ½ to 3 cents per bushel. The advance in the face of this realizing has encouraged confidence on the part of buyers and on set-backs broader outside interest is likely to develop as the general news still strongly suggests higher price levels.

Oats moved upward under the influence of what the seaboard reported was the largest acceptances on the crop and the highest prices. Chicago oats all rail were on an export basis via New York. Barley prices scored new high quotations on the crop, all of which has a bearing on oats and we believe the situation in the matter of available supplies is still in favor of higher oats prices.

L. F. Gates of Lamson Bros. & Co.: With issuance of the report on country elevator and

milling stocks, following the report of about the same amount on farms as last year, and considered in connection with the visible supply statement, we are informed that the amount of wheat in the country on March 1 is only about 6,000,000 bu. more than last year! The only way to account for the disappearance of the other 34,000,000 bu. is thru increased export or increased domestic consumption. From best data available, it would seem that exports to March 1 increased only about 5,000,000. We can find no evidence whatever of increased domestic consumption of a crop that averaged well below that of the previous year in quality. What's the answer? It looks as tho the December report was too bearish or the March report too bullish.

Local cash houses will probably not care to dispose of stocks of wheat held for their milling trade by delivery on March contracts unless premiums for March become more attractive, but current premiums may move some ordinary wheat from other terminals for this purpose.

From now on the market action will probably vary with news affecting the new crop.

Decreasing wheat supplies on ocean passage in spite of heavy weekly clearances from other exporting countries and a total on passage 5,000,000 bu. less than last year, gives some idea of the absorptive power of buyers in Europe under prevailing conditions. Excess of our own visible supplies over those of last year is constantly decreasing. There were some indications of foreign buying of our future deliveries.

Since disappearance up to end of February was about 20,000,000 more than last season, there may be some chance for further improvement of price level if new crop conditions favor advances.

Report on wheat situation in Germany indicates that their domestic supplies of milling wheat have been used up and that they will be almost entirely dependent upon importations until the new crop comes in.

Action of the corn market since the decline following the report of Mar. 8 has been of a most satisfactory character. There has been a slow, steady hardening of values and a growing recognition of the stability of this level of prices. No development could be more satisfactory to the owner of corn than such a tendency.

Western Kansas and Nebraska seem to have moved practically their entire surplus and sections nearer the river appear to be in an independent position with supplies in strong hands.

We can see no reasonable prospect of anything but a gradually strengthening market as buyers who have delayed supplying themselves gradually give up the idea that they are going to be able to buy their full needs on some big break in prices.

The figures on primary movement of corn show about 60 per cent heavier than last year, but total accumulations are still less than a year ago in spite of another fair increase in the visible Mar. 19. As tracks at most terminal points are well cleared up this increase in the visible should be about the last. Supplies of less than a million bushels at eastern lake ports forecast an active spring business with Chicago and other midwest points at which in the neighborhood of 25,000,000 bus. have been accumulated.

A leading Chicago crop statistician in a private letter recently said: It is my opinion that the Canadian wheat pool is a dominating influence in the market. It may be remembered that the pool carried over unusually large stocks of the 1926 crop into the 1927 crop season, probably in view of the unfavorable wheat crop outlook in the spring of 1927. The 1927 wheat crop turned out very much better than seemed probable in the spring of 1927. If the crop had not turned out so much larger than expected, the pool would probably already have profited by its policy of holding back large reserves. The pool seems to be pursuing the same policy at the present time. If the wheat supply controlled by the pool were excluded from the world supply, it would make a rather tight situation. It looks like the pool is not pressing its supply upon the market to the point of breaking the price against itself. So long as it pursues this policy, no material decline in the price ought to be expected. I believe that the pool will continue to use its influence in maintaining the present level of prices, carrying if necessary, larger supplies in short, I believe that the pool will use its powerful influence in maintaining the present level of prices, at least for the next four months.

The chance of any material advance in the market will depend, I believe, on prospects of

the new wheat rather than on the old wheat situation, and this should be registered more forcibly on the July delivery than on May. A month ago July was $4\frac{1}{2}$ cents under May, and at the present time only $2\frac{1}{2}$ cents under.

I would expect the difference to become even narrower; in fact I would not be surprised if July sells at a parity with May, because old soft winter wheat is very scarce, selling now at a premium of more than 10 cents over May, and the winter so far has not been very favorable for the wheat in the ground. The crop was seeded under good conditions, but over most of the area there has been very little moisture or snow covering and there has been alternating extremes of temperature. The final outcome is, of course, indefinite but the present situation is such as to give grave concern, and crop scare in 30 to 60 days may easily strengthen the July futures.

Whatever change that has occurred since the above memorandum was written has been to increase the uncertainty as to the future. The soft winter wheat in the ground is very, very sick; how much is actually dead and how much will revive I don't know, but it is almost certain that the April 1 estimates of abandonment will be very heavy, probably 20 per cent, and condition of the crop will be much below a year ago. No. 2 red winter in Chicago is already selling $23\frac{1}{2}$ to 26 cents premium over May contract. This means, from present indications very little new wheat will be delivered in Chicago in July at present level of contract price.

The visible supply in the United States, 71,000,000 bus., is nearly 12 million bushels larger than a year ago, but the increase is all in Duluth and Minneapolis. The visible outside of these two markets is less than a year ago. I believe that the visibles, both domestic and world, will decrease somewhat more rapidly than normal, during the next 90 days. As I view the situation, prices will not likely decline materially below present levels until or unless new crop prospects are better than at present, and prices may easily go higher if new crop meets with adversity. Growing wheat in Europe is uneven in condition, probably slightly under rather than over an average.

Stein, Alstrin & Co.: Sentiment is more divided, however, as the result of reports which indicate that while losses in acreage in the Central portion of the winter wheat belt are apt to be heavy yet the amount standing for harvest is likely to exceed last year due to the heavier acreage planted. On the other hand, indications point to a better export demand for American wheat which may offset the crop news.

The market promises to be an erratic one, but we favor the long side on dips. Considerable opposition to the advance in corn is still in evidence, but with the cash position so strong and receipts decreasing this opposition is not likely to be successful. We continue to favor the long side.

There is little to encourage the bear in any of the grains at present. The wheat market has withstood a period of reduced export buying and of favorable weather conditions in a highly satisfactory manner. Now export demand has improved and growing weather conditions should reveal the extent of the damage which is expected to be rather serious, especially in the Central section of the belt. Shorts are having a disastrous time in corn and with the cash demand insistent and the movement decreasing a further advance is likely.

Continued reduction in the cash movement coupled with additional export demand both at the Gulf and the seaboard stimulated considerable short covering and new investment buying of corn.

The action of corn prices is very satisfactory and with news as it is a further advance is indicated.

U. S. Dept. of Agriculture: The sharply upward trend in rye prices the past month is largely a result of a continued active export demand which has reduced stocks to the lowest point for this time in five years. Marketings since July 1 have been more than double those for the same period last season. This situation reflects the rapid passing of the season's increased supply into consuming and export channels.

Stocks on farms and in commercial channels March 1 totaled about 12,102,000 bus., or about 7,700,000 bus. below the quantity available in these positions a year ago. Stocks at the beginning of the season, July 1, totaled approximately 1,000,000 bus., making a total supply including this year's crop of nearly 60,000,000 bus. This was about 8,000,000 bus. more than the supply July 1, 1926, which was the smallest for the last ten years.

Northwestern Miller: The millfeed market seems to have no top. Prices last week advanced $\$1\frac{1}{2}$ to $\$2$ ton, bringing Boston prices for bran to the extraordinary figure of $\$47.50$. Demand appears to be still in excess of supply. Mixers and buyers generally are in the market for bran and standard middlings, and do not appear to be greatly deterred by prices.

Bursting of Oil Storage Tank.

The flat end of a cylindrical tank supported horizontally on the ground blew out on the morning of Mar. 1 at the flour mill of the Suckow Milling Co., Franklin, Ind., causing damage estimated at \$2,000.

The tank had a capacity of 16,000 gallons and was over one-half full of fuel oil. It served as a storage reservoir for a much smaller tank feeding the oil engine, and the oil was forced from the large tank to the smaller one by pumping air into the large tank to create sufficient pressure. The large tank was designed to carry a pressure of 5 lbs. per square inch but there was 20 to 22 lbs. on it at the time of the accident.

The flying end of the tank went thru a pump station and thru a garage. The tank itself was forced 15 feet in the opposite direction. No fire followed, altho 7,000 gallons of oil was sprayed on the ground.

The theory is that the bursting of the tank was due to excessive air pressure. The backward movement of the tank was due to the unbalanced pressure when the end came off.

Fortunately the oil on the ground did not become ignited and no one was in the path of the flying metal to be injured.

Representatives of the company which installed the oil power plant suggested that the explosion may have been due to static electricity, claiming that the movement of the oil in the tank would produce a charge of static electricity. Too little is known of the conditions which might have caused some combination of the oxygen, and nitrogen of the air and the oil vapor compressed into the space in the tank above the oil for any reliable opinion to be expressed as to the effect of static electricity. It is known that gasoline flowing out of a tank wagon generated sufficient static electricity to ignite the vapors in one case, a few years ago.

A safety valve should be part of the regular equipment of such a tank in the opinion of one of the proprietors of the mill. It is said the

system will be changed to have the oil flow by gravity from the large tank to the small tank, which will be lowered. For the photographs we are indebted to Joseph Schoonover of Seymour, Ind.

New Chief Grain Inspector at Chicago.

George Hitzman has been appointed chief of the Illinois State Grain Inspection Department with headquarters at Chicago.

Mr. Hitzman is a native of Illinois, of German parentage, having been born in 1863 on a farm at Mt. Prospect. His grammar school education was supplemented by courses at night school after his removal to Chicago at the age of 15. As an apprentice he learned the trade of plasterer, and made good by reason of physical strength and skill, and soon was able in 1890 to engage in the business on his own account as a contracting plasterer.

His political activities as a public spirited citizen led to his employment in the Sheriff's office by Ernie Magerstadt in 1894. For 11 or 12 years he was deputy coroner under Peter Hoffman, and later was condemnation commissioner under Mayor Thompson. When Big Bill was re-elected last spring Mr. Hitzman was re-appointed to this office. As a man of executive ability he is well qualified to administer the affairs of the grain inspection department.

Mr. Hitzman is married, has two sons and a daughter, and holds membership in several societies and clubs. Since boyhood he has always found recreation outdoors as a fisherman and duck-shooter. Besides his interest in a club on the Illinois River at Putnam, Ill., he goes to Wisconsin every year to fish for muskies.

U. S. import duties are wheat 42c; corn, 15c; oats, 15c; rye, 15c; barley, 20c, per bushel, but as we export our surplus of each grain, domestic prices are influenced more by the foreign demand than by the tariff.



Wrecked by the Explosion of the Suckow Co.'s Oil Storage Tank at Franklin, Ind.

Revised McNary - Haugen Surplus Control Act

The revised McNary-Haugen bill, S. 3555, described as the "Surplus Control Act," was reported to the senate by Senator McNary on Mar. 8. It reads as follows, the sections affecting the grain and milling industries being given in full:

FEDERAL FARM BOARD.

Sec. 2. (a) A Federal Farm Board is hereby created which shall consist of the Secretary of Agriculture, who shall be a member ex-officio, and twelve members, one from each of the twelve Federal land bank districts, who shall be appointed by the President of the United States, and with the advice and consent of the senate.

(f) Each of the appointed members of the board shall be a citizen of the United States, shall not actively engage in any other business, occupation, or employment than that of serving as a member of the board, and shall receive a salary of \$10,000 a year, together with necessary traveling expenses and expenses incurred or subsistence or per diem allowance in lieu thereof, within the limitations prescribed by law, while away from the principal office of the board on business required by this Act, or if assigned to any other office established by the board, then while away from such office on business required by this Act.

GENERAL POWERS.

Sec. 3. (a) The board shall annually designate an appointed member to act as chairman of the board.

(e) May make such regulations as are necessary to execute the functions vested in it by this Act.

(h) Shall keep advised, from any available sources, of crop prices, prospects, supply, and demand, at home and abroad, with especial attention to the existence or the probability of the existence of a surplus of any agricultural commodity or any of its food products, and it may advise producers through their organizations or otherwise in matters connected with the distribution and marketing of any such commodity, in order that they may secure the maximum benefits under this Act.

COMMODITY ADVISORY COUNCILS.

Sec. 4. (a) For each agricultural commodity, which the board from time to time determines may thereafter require stabilization by the board thru marketing agreements authorized by this Act, the board is hereby authorized and directed to create an advisory council of seven members fairly representative of the producers of such commodity. Members of each commodity advisory council shall be selected annually by the board from lists submitted by cooperative ass'ns or other organizations representative of the producers of the commodity. Members of each commodity advisory council shall serve without salary but may be paid by the board a per diem compensation not exceeding \$20 for attending meetings of the council and for time devoted to other business of the council and authorized by the board.

(c) Each commodity advisory council shall meet thereafter at least twice in each year at time and place designated by the board, or upon call of a majority of its members at a time and place designated in the call, notice of such call being sent by registered mail at least ten days before the date of the meeting.

LOANS.

Sec. 5. (a) The board is authorized to make loans, out of the revolving fund hereinafter created, to any cooperative ass'n, upon such terms as the board may prescribe—

(1) For the purpose of assisting cooperative ass'ns in controlling any domestic, regional or national, seasonal or year's total surplus of any agricultural commodity in excess of the requirements for orderly marketing or in excess of the domestic requirements for such commodity;

(2) For the purpose of developing continuity of cooperative services, from the point of production to and including the point of terminal market services, if the notes or other obligations representing the loan are secured by members' marketing contracts, or by other security deemed adequate by the board, and if the proceeds of the loan are to be used (A) to assist the ass'n in the acquisition, by purchase, construction, or otherwise, of facilities, including terminal market facilities and equipment, for the preparing, handling, storing, processing, or sale or other disposition of agricultural commodities, or (B) to furnish funds to the ass'n or necessary expenditures in federating, consolidating, merging, or extending the membership of cooperative ass'ns, or (C) to furnish to the ass'n funds to be used by it as capital or any agricultural credit corporation eligible for receiving discounts under section 202 of the Federal Farm Loan Act, as amended.

REPAYMENT OF LOANS.

The cooperative ass'n shall repay the loan, together with the interest thereon, within a period of not more than twenty years, by means of a charge to be deducted from the proceeds of the sale or other disposition of each unit of the agricultural commodity delivered to the association under its members' marketing contracts, unless some other method of repayment is agreed upon by the board and the ass'n.

(b) Any loan under this section shall bear interest at the rate of 4 per centum per annum. The aggregate amount of loans under this section, outstanding and unpaid at any one time, shall not exceed \$250,000,000, but the aggregate amount of loans for all purposes under paragraph (2) of subdivision (a), outstanding and unpaid at any one time, shall not exceed \$25,000,000.

CLEARING HOUSE AND TERMINAL MARKET ASS'NS.

Sec. 6. The board may assist in the establishment of, and provide for the registration of, in accordance with such regulations as it may prescribe, (1) clearing house ass'ns adapted, in the opinion of the board, to effect the more orderly production, distribution, and marketing of any agricultural commodity, to prevent gluts or famines in any market for such commodity, and to reduce waste incident to the marketing of such commodity, and (2) terminal market ass'ns adapted, in the opinion of the board, to maintain public markets in distribution centers for the more orderly distribution and marketing of any agricultural commodity. Only cooperative ass'ns or corporations created or controlled by one or more cooperative ass'ns shall be eligible for membership in any clearing house ass'n or terminal market ass'n registered under this section. Rules for the governance of any such ass'n shall be adopted by the members thereof with the approval of the board.

MARKETING AGREEMENTS.

Sec. 7. (a) From time to time upon request of leading cooperative ass'ns or organizations of producers of any agricultural commodity, or upon request of the advisory council for the commodity, or upon its own motion, the board shall investigate the supply and marketing situation in respect of such agricultural commodity.

(b) Whenever upon such investigation the board finds—

First. That there is or may be during the ensuing year a domestic, national, seasonal or year's total surplus in excess of the requirements for the orderly marketing of any agricultural commodity or in excess of the domestic requirements for such commodity;

Second. That the operation of the provisions of section 5, relating to loans to cooperative ass'ns, will not be effective to control such surplus because of the inability or unwillingness of the cooperative ass'n handling such commodity to control such surplus with the assistance of such loans; and

Third. That the durability, conditions of preparation, processing, and preserving, and methods of marketing of the commodity are such that the commodity is adapted to marketing as authorized by this section;—then the board, after publicly declaring its findings, shall arrange for the marketing of any such surplus of the commodity for the ensuing or subsequent years by means of marketing agreements with cooperative ass'ns engaged in handling such commodities or corporations created and controlled by one or more such ass'ns. Such marketing shall continue during a marketing period which shall terminate at such time as, in the judgment of the board, such arrangements are no longer necessary or advisable for carrying out the policy declared in section 1.

(c) A marketing agreement shall provide either—

(1) For the withholding by a cooperative ass'n, or corporation created and controlled by one or more such ass'ns, during such period as shall be provided in the agreement, of any part of any such surplus of the commodity delivered to such cooperative ass'n or ass'ns by its members. Any such agreement shall provide for the payment from the stabilization fund for the commodity of the costs arising out of such withholding; or

(2) For the purchase by a cooperative ass'n, or corporation created and controlled by one or more such ass'ns, of any part of any such surplus of the commodity not delivered to such cooperative ass'n or ass'ns by its members, and for the withholding and disposal of the commodity so purchased. Any such marketing agreement shall provide for the payment from the stabilization fund for the commodity of the amount of the losses, costs, and charges arising out of the purchase, withholding, and disposal, or out of contracts therefor, and for the pay-

ment into the stabilization fund for the commodity of profits (after repaying all advances from the stabilization fund and deducting all costs and charges, provided for in the agreement) arising out of the purchase, withholding, and disposal, or out of contracts therefor. The price at which a surplus or any part thereof is to be purchased or disposed of under any marketing agreement shall not be fixed in such agreement, but all such purchases and disposals shall be made subject to the prevailing competitive conditions of the markets in which they occur.

(d) The board may, in its discretion, provide in any such marketing agreement for financing any withholding, purchase, or disposal under such agreement, through advances from the stabilization fund for the commodity. Such financing shall be upon such terms as the board may prescribe, but no such advance shall bear interest.

(e) If the board is of the opinion that there are two or more cooperative ass'ns or corporations created and controlled by one or more such ass'ns capable of carrying out any marketing agreement, the board in entering into the agreement shall not unreasonably discriminate against any such ass'n or corporation in favor of any other such ass'n or corporation.

MAY CONTRACT WITH REGULAR DEALERS.

If the board is of the opinion that there is no such cooperative ass'n or corporation created and controlled by one or more such ass'ns capable of carrying out any marketing agreement for purchase, withholding, and disposal, then the board may enter into the agreement with other agencies but shall not unreasonably discriminate between such other agencies.

(f) During a marketing period fixed by the board for any commodity, the board may enter into marketing agreements for the purchase, withholding, and disposal of the food products of such commodity, and all provisions of this section applicable to marketing agreements for the purchase, withholding, and disposal of a surplus of the commodity, shall apply to the agreements in respect of its food products.

PENALTY FOR FLOUTING ADVICE (?).

(g) If the board finds that its advice as to a program of planting or breeding of any agricultural commodity as provided in section 3 (1) has been substantially disregarded by the producers of the commodity, or that the planting or breeding of any agricultural commodity for any year is substantially greater than a normal increase, as determined by the board, over the average planting or breeding of such commodity for the preceding five years, the board may refuse to commence a marketing period or may terminate any existing marketing period for such commodity.

(j) The United States shall not be liable, directly or indirectly, upon agreements under this Act in respect of agricultural commodities, in excess of the amounts available in the stabilization, premium insurance, and revolving funds.

EQUALIZATION FEE.

Sec. 8. (a) In order to carry out marketing and nonpremium insurance agreements in respect of any agricultural commodity without loss to the revolving fund, each marketed unit of such agricultural commodity shall, thruout any marketing period in respect of such commodity, contribute ratably its equitable share of the losses, costs, and charges arising out of such agreements. Such contributions shall be made by means of an EQUALIZATION FEE apportioned and PAID as a REGULATION OF INTERSTATE AND FOREIGN COMMERCE IN THE COMMODITY. It shall be the duty of the board to apportion and collect such fee in respect of such commodity as hereinafter provided.

(b) Prior to the commencement of any marketing period in respect of any agricultural commodity, and thereafter from time to time during such marketing period, the board shall estimate the probable losses, costs, and charges to be paid under marketing agreements in respect of such commodity or under nonpremium insurance agreements in respect of such commodity as hereinafter provided. Upon the basis of such estimates, the board shall from time to time determine and publish the amount of the equalization fee (if any is required under such estimates) for each unit of weight, measure, or value designated by the board, to be collected upon such unit of such agricultural commodity during any part of the marketing period for the commodity. Such amount is referred to in this Act as the "equalization fee." At the time of determining and publishing any equalization fee the board shall specify the time during which the particular fee shall remain in effect and the place and manner of its payment and collection.

WHEN EQUALIZATION TAX IS PAYABLE.

(c) Under such regulations as the board may prescribe, any equalization fee determined upon by the board shall be paid, in respect of each marketed unit of such commodity, upon one of the following: The transportation, processing, or sale of such unit. The equalization fee shall not be collected more than once in respect of any unit. The board shall determine, in the case of each class of transactions in the commodity,

whether the equalization fee shall be paid upon transportation, processing, or sale. The board shall make such determination upon the basis of the most effective and economical means of collecting the fee with respect to each unit of the commodity marketed during the marketing period.

GRAIN HANDLERS TO COLLECT TAX.

(d) The board may by regulation require any person engaged in the transportation, processing, or acquisition by purchase of any agricultural commodity—

(1) To file returns under oath and to report, in respect of his transportation, processing, or acquisition of such commodity, the amount of equalization fees payable thereon and such other facts as may be necessary for their payment or collection.

(2) To collect the equalization fee as directed by the board and to account therefor.

(e) The board, under regulations prescribed by it, is authorized to pay any such person required to collect such fees a reasonable charge for his services.

(f) Every person who, in violation of the regulations prescribed by the board, fails to collect or account for any equalization fee shall be liable for its amount and to a penalty equal to one-half its amount. Such amount and penalty may be recovered together in a civil suit brought by the board in the name of the United States.

(g) As used in this section—

"PROCESSING" DEFINED.

(1) In the case of grain the term "processing" means milling of grain for market or the first processing in any manner for market (other than cleaning or drying) of grain not so milled, and the term "sale" means a sale or other disposition in the United States of grain for milling or other processing for market, for resale, or for delivery by a common carrier—occurring during a marketing period in respect of grain.

(5) In the case of grain, livestock, and tobacco, the term "transportation" means the acceptance of a commodity by a common carrier for delivery.

COOP. ASS'N TO PAY TAX FOR MEMBERS.

(7) The term "sale" does not include a transfer to a cooperative ass'n for the purpose of sale or other disposition by such ass'n on account of the transferor; nor a transfer of title in pursuance of a contract entered into before, and at a specified price determined before, the commencement of a marketing period in respect of the agricultural commodity. In case of the transfer of title in pursuance of a contract entered into after the commencement of a marketing period in respect of the agricultural commodity, but entered into at a time when, and at a specified price determined at a time during which a particular equalization fee is in effect, then the equalization fee applicable in respect of such transfer of title shall be the equalization fee in effect at the time when such specified price was determined.

STABILIZATION FUNDS.

Sec. 9. (a) For each agricultural commodity as to which marketing agreements are made by the board, there shall be established, in accordance with regulations prescribed by the board, a stabilization fund. Such fund shall be administered by and exclusively under the control of the board, and the board shall have the exclusive power of expending the moneys in such fund.

(b) There shall be deposited to the credit of the stabilization fund for any agricultural commodity (1) advances from the revolving fund as hereinafter authorized, (2) the profits arising out of marketing agreements in respect of the commodity, (3) repayments of advances for financing the purchase, withholding, or disposal of the commodity, and (4) equalization fees collected in respect of the commodity.

DISPOSITION OF EQUALIZATION TAX FUND.

(e) There shall be withdrawn from the stabilization fund for any agricultural commodity (1) the payments required by marketing or non-premium insurance agreements in respect of the commodity, (2) the salaries and expenses of such experts as the board determines shall be payable from such fund, (3) repayments into the revolving fund of advances made from the revolving fund to the stabilization fund, together with interest on such amounts at the rate of 4 per centum per annum, and (4) service charges payable for the collection of equalization fees.

GUARANTEEING COOP. ASS'NS AGAINST PRICE DECLINES.

Sec. 10. (a) In order that a cooperative ass'n handling any staple agricultural commodity may with reasonable security make payments to its members at the time of delivery of such commodity by the members, fairly reflecting the current market value of such commodity, the board is authorized to enter into an agreement, upon such terms as it may prescribe, for the insurance of such cooperative ass'n against price decline as hereinafter provided. Such insurance agreement may be entered into by the board only with respect to any such agricultural commodity which, in the

judgment of the board, is regularly traded in upon an exchange in sufficient volume to establish a recognized basic price for the market grades of such commodity, and then only when such exchange has accurate price records for the commodity covering a period of years of sufficient length, in the judgment of the board, to serve as a basis upon which to calculate the risks of the insurance.

(b) Any such agreement for insurance against price decline shall provide for the insurance of the cooperative ass'n for any twelve months period commencing with the delivery season for the commodity against loss to such ass'n or its members due to decline in the average market price for the commodity during the time of sale by the ass'n from the average market price for the commodity during the time of delivery to the ass'n. The measure of such decline, where a decline occurs, shall be the difference between the average market price weighted for the days and volume of delivery to the ass'n by its members, and the average market price weighted for the days and volume of sales by the ass'n.

NO GUARANTY TO NON-MEMBERS OF COOPERATIVES.

Any such agreement shall cover only so much of the commodity delivered to the ass'n as is produced by the members of the ass'n and as is reported by the ass'n for coverage under the agreement.

(c) Whenever in the judgment of the board the use of such insurance agreements in respect of any commodity will stabilize the market substantially in the interest of the producers of the commodity whether or not members of a cooperative ass'n dealing in the commodity, then the board, during the continuance of any marketing period for the commodity as provided in section 7, may enter into nonpremium, or if the board deems it advisable, premium insurance agreements with cooperative ass'ns dealing in the commodity. Whenever in the judgment of the board the use of such insurance agreements will not so stabilize the market, then the board may enter into premium insurance agreements only with the cooperative ass'ns.

(d) Payments required under nonpremium insurance agreements in respect of any commodity shall be made out of the stabilization fund for the commodity. Payments under premium insurance agreements in respect of any commodity shall be made out of the premium insurance fund for the commodity to be established by the board under such regulations as it may prescribe.

CHARGE FOR PRICE GUARANTY.

(e) For insurance under a premium insurance agreement the cooperative ass'n shall pay a premium, to be determined by the board prior to the making of the insurance agreement, upon each unit of the commodity reported by the ass'n for coverage under the insurance agreement. Such premium shall be calculated with due regard to the past price records in established markets for the commodity. The premiums applicable to the commodity in the successive twelve months' periods shall be adjusted with due regard to the experience of the board under preceding insurance agreements. There shall be deposited in the premium insurance fund for any commodity the premiums paid by cooperative ass'ns under premium insurance agreements in respect of the commodity, and advances from the revolving fund in such amounts as the board deems necessary for the operation of the fund. There shall be disbursed from the premium insurance fund for any commodity (1) the payments required by any premium insurance agreement in respect of the commodity, and (2) repayments into the revolving fund of advances made from the revolving fund to such premium insurance fund, together with interest on such advances at the rate of 4 per centum per annum.

REVOLVING FUND.

Sec. 11. There is hereby authorized to be appropriated, out of any money in the Treasury not otherwise appropriated, the sum of \$250,000,000. Such sum shall be administered by the board and used as a revolving fund in accordance with the provisions of this Act. The Secretary of the Treasury shall deposit in the revolving fund such portions of the amounts appropriated therefor as the board from time to time deems necessary.

GENERAL DEFINITIONS.

Sec. 14. (a) As used in this Act—

(3) The term "cooperative ass'n" means an ass'n of persons engaged in the production of agricultural products, as farmers, planters, ranchers, dairymen, or nut or fruit growers, organized to carry out any purpose specified in section 1 of the Act entitled "An Act to authorize ass'n of producers of agricultural products," approved February 18, 1922, if such ass'n is qualified under such Act.

(b) Whenever any agricultural commodity has regional or market classifications or types which in the judgment of the board are so different from each other in use or marketing methods as to require their treatment as separate commodities under this Act, the board may determine upon and designate one or more such classifications or types for such treatment.

Observations on the McNary-Haugen Bill.

BY W. F. JENSEN,

President, Federated Agricultural Trades of America.

The McNary-Haugen Bill, is not at all understood by the public, and I will work out an illustration based upon actual statistics. So that this illustration may be clearly understood, I will work it out in reference to wheat, which is the commodity that, it is expected, will receive the most benefit from such measures as the McNary-Haugen Bill.

There are about 6,000,000 farmers in the United States, of which 2,000,000 are wheat raisers. The general opinion is that the McNary-Haugen Bill, if it were in effect, should work so as to increase the farmer's return 30 cents per bushel on wheat. In order to do this, the domestic market would have to be advanced, and there would then be a loss on the surplus wheat production which would have to be exported. This loss on export, figured on the entire crop, would be 16 cents per bushel, and, in order to take care of the administration cost, which is figured at 4 cents per bushel, the American consumer would pay 50 cents per bushel more for his wheat. In other words, to increase the farmer's return 30 cents per bushel on wheat, the American consumer would pay 50 cents per bushel more than he is now paying.

Forty per cent of the wheat is used on the farms, for seed, home consumption and feed for live stock, including poultry—and here is a startling development, namely: That great body of dairymen and egg and poultry producers who buy their feed, would thus see the cost of this feed increased 50 cents per bushel, which would figure about one cent per pound additional? What sort of a situation would that create for our dairy and poultry people? No doubt prices on butter, eggs and poultry would have to be advanced, and the tariffs would have to be advanced in order to keep foreign production from entering our markets. But, the consumer will follow advances only up to a certain point. If prices go too high, substitutes come into use.

The per-capita value of the Dairy and Poultry Farm output in the United States per annum is \$28.13.

The per-capita value of the combined Wheat and Corn Output in the United States per annum is \$22.58. In other words, the annual value of the Dairy and Poultry products in the United States from the farms is 25% greater than the combined value of the Corn and Wheat crops. Therefore it would seem that, in order to help 2,000,000 wheat producers, a larger industry like that of dairy and poultry, (in which many more people are engaged) would be seriously handicapped.

This is merely one of the ways in which the proposed McNary-Haugen Bill is impractical and will not in reality act as a measure of farm relief, and is one of the reasons set out by President Coolidge in his veto message to Congress on the McNary-Haugen Bill, Feb. 25th, 1927, when he said: "But, aside from all this, no man can foresee what the effect on our economic life will be of disrupting the long-established and delicately adjusted channels of commerce . . ."

Non-taxation of the co-operative societies in England is considered most unfair by other traders. While the governing bodies have repeatedly been approached on this exemption from income tax, no action has taken place. A petition from the National Ass'n of Master Bakers, Confectioners and Caterers, asking that the undistributed reserves of the co-operative organizations at least be taxed, is determined to bring about some changes, particularly since a full investigation is demanded for the purpose of arriving at a fair basis for levying taxes in proportion to the volume of trade.

Concrete Storage Addition of B. A. Eckhart Milling Co.

The increasing use by millers of the protein and gluten tests for wheat has led to a keener competition for the higher qualities by the large merchant mills; and grain dealers catering to the milling industry also have taken to accumulating high protein wheat during the period when the early and heavy crop movement is in full swing. To assure themselves of an adequate supply of good wheat later in the crop year millers for the past few years have been erecting additional storage capacity for wheat in connection with their mills.

In addition to the considerable elevator capacity operated in connection with its flour mill at Chicago the B. A. Eckhart Milling Co. has just added 12 reinforced concrete tanks of 425,000 bus. capacity, shown in the engraving herewith.

For the foundation 802 composite piles were driven down 50 feet to support the concrete slab 45 ft. 6 ins. by 141 ft., the top of the slab or basement floor being 4 ft. below the ground level. The basement floor slopes to a sump pit, and between the bin bottom supporting columns and the bin walls a clear space is allowed for the shipping belt conveyor and passageway.

The tanks are 20 ft. 6 ins. inside diameter, with 7-in. walls, 116 ft. 1 in. deep and hopped toward the inside, the bottoms having a slope of 8 in. rise to 12 in. run. The basement is 8 ft. high, the conveyor belt cupola over the tanks 8 ft. 5 ins. high and 12 feet wide, making the storage structure 124 ft. 5 ins. high above basement floor. The outside of tanks is covered with asphalt pitch from basement to ground.

The large interstice is subdivided into one bin above for uncleaned grain and one below for clean grain, there being a floor intermediate for a No. 11 Monitor Receiving Separator. All the bins are emptied by spouting to a 30-inch shipping conveyor belt discharging into the boot of the receiving leg, which has one row of 16x7x7 Rialto Buckets giving a capacity of 6,000 bus. per hour. The leg casing is of No. 12 steel, and the head drive is by spur mortise gear and chain from a 50-h. p. electric motor. All bearings are of the rigid grease cup type.

Above the bin floor of the two smaller tanks the head house rises 47 ft. 1 in., making the total height 171 ft. 6 ins. The bin floor of the head house is 12 ft. high, scale floor 22 ft. 6 ins. and garner floor 12 ft. 7 ins. The head house is 27 ft. 11 ins. by 22 ft. 4 ins., containing the head of the elevator leg, and a 2,000-bu. hopper with a rotary valve, a Fairbanks Hopper Scale, with its beam on the bin floor, a turnhead under the scale directing the grain upon the 36-in. storage belt conveyor or to nearby bins, to interstice bin over cleaner, or to cross belt conveyor in existing elevator.

Under the track shed is a tunnel with its floor 7 ft. below the rail for the 36-inch receiving belt conveyor to leg with walkway on one side. The track shed is 47 ft. 8 $\frac{3}{8}$ ins. wide and 50 ft. long built of structural steel and houses the three tracks, the two outer being used for receiving grain into either of the two hoppers. A pair of Clark Automatic Power Shovels facilitate the unloading.

Connection with the existing elevator was made from the scale floor and by extending the basement cross belt conveyor from the old house into the new. A horizontal open, foot bridge of structural steel extends from the present elevator to the cleaner floor in the new house. A spiral stair gives access between bin floor and leg head floor.

Besides the motor driving the leg there are six other motors, for driving the shovels, lower conveyor, receiving conveyor, shipping conveyor and the cleaner. All the motors employ 3-phase, 440-volt alternating current.

Sufficient area and strength was allowed in

the design to carry a 50,000-gallon water tank on the top of the storage bins for the fire protection system. An automatic fire door in the tunnel separates the new from the existing elevator. The dust collector, supplied by the Cyclone Blowpipe Co., has a sacking hopper at discharge. All window sash are of steel with pivoted section for ventilation.

The silent chain drives for the elevator heads and belt conveyors were supplied by the Morse Chain Co.

The elevator buckets were supplied by the Webster Mfg. Co.

The grain cleaner was made by the Huntley Mfg. Co.

The hopper scales were furnished by Fairbanks, Morse & Co.

The receiving hopper, hoist and some of the sheet metal work were supplied by the Weller Metal Products Co.

The jacks used in the construction were made by the Nelson Machine Co.

The new elevator was designed and erected by the M. A. Long Co.

Lawmakers at Washington with a weakness for government by bureaucrats are anxious to saddle a new burden on the taxpayers. They seek to establish a large army of lazy clerks to distribute an unemployment dole. WHO will want to work when the Government pays for idleness?

Pool Losing Trade of Big Millers.

More than half of the wheat formerly handled thru brokers in England is now sold direct to the millers thru representatives of the Canadian Wheat Pool. Since the pool has been operating the Liverpool merchants and speculators have been disinclined to take an interest in the market by bringing forward wheat. They seem to feel that there might be a detrimental effect to their commitments, should the pool decide suddenly to lower the price level. They are now unwilling to risk having to sell afloat in competition with the pool.

On the other hand, the pool has found it impossible to displace the ordinary wheat dealer or broker. At first it succeeded in attracting the custom of a certain number of large millers, but, to a certain extent, has been losing that custom. It has never quite succeeded in acquiring the direct custom of the rank and file of the great army of millers. No trader has been put out of business in Liverpool. Merchants, dealers, and brokers, while not operating as successfully as formerly, are still doing business, believing that eventually the pool will resolve itself into an ordinary big-business firm trading along lines similar to those followed by other merchants.—From American Consul at Liverpool.



New Concrete Elevator of the B. A. Eckhart Milling Co. at Chicago.

Ohio Dealers Confer on Trucking, Credit and Overbidding

Just twice as many dealers as ever before turned out for a district meeting of the Ohio Grain Dealers' Ass'n at Marion, the home of Ex-President Warren G. Harding, made up the gathering there on the evening of March 20. Delegates came from as far as Buffalo, N. Y., Indianapolis, Ind., and in the state from 150 to 100 miles distant, respectively.

The way Ohio shippers enthusiastically accord their support to these live-wire district gatherings is comparable only to that familiar picture of the chained watch-dog baying at the "moon" and tugging at the leash just rarin' to go. This enthusiasm is carried into the session-discussions and through the post mortems held after adjournment. Such response is always accorded Secretary Bill Cummings.

HEADQUARTERS for this gathering were at the new ultra-modern Hotel Harding, where crowds started to gather at noon. An evening banquet in the chambers of the Y. M. C. A. started the ball rolling. Cigars followed the four-course dinner, with the compliments of Eastern Grain, Mill & Elevator Co.

PHIL SAYLES, Columbus, President of the organization the past two years, finally quieted the pie-eating contest and expressed the hearty appreciation of the officers and directorate for the splendid representation and the unbounding support as always expressed in the manner the delegates devoted their attention, attendance, and contributions to the programs.

V. E. BUTLER, assistant treasurer of the Grain Dealers National Mutual Fire Insurance Co., Indianapolis, a veteran in spotting and suggesting practical remedies for the ills of the trade, pointed out that there was more misrepresentation about the grain business than about any other industry in this country. Prejudice is heaping up against the grain trade because of scheming politicians and misguided newspaper editorial writers. Several editorials in various newspapers were cited in support of this testimony. The hands of those who had ever seen an editorial supporting the grain dealer were called for in vain. Realization of this condition jolted the assembly.

The Grain Dealers Profit.

As a remedy for this growing impediment to the future success of grainmen throughout the country, Mr. Butler said it had been suggested that a public relations bureau be established to pave the road for a clearer understanding of the functions and service performed by the grain dealer.

Profit! That's something we're all interested in. Our insurance company found out years ago that if it were to succeed in must interest itself in the problems of the trade it was serving, that that's the policy that's been followed right along. Thereupon Mr. Butler gave three definitions of the word "profit," the last being the one most applicable to the grain business. He recommended that every one present purchase an encyclopedia, if it be only to look up the word "profit," and study the definition thereof until understood to such a degree that their respective balance sheets would reflect such understanding and adoption into practice.

Losses! It's the unforeseen risks that make for losses in the grain business. There is the risk of grades or weight and the risk of protein or moisture content, etc. Why, one factor overlooked in buying a parcel of grain may mean a loss of from 2 to 3 cents a bushel. The protein content is something which does not bother you here in Ohio very much, but in other parts of the country it is presenting a huge problem. Grain from the same field will vary in different parts as to protein content. It is soon going to be so that every grain elevator in the country will have to be equipped with a complete protein-testing laboratory to be enabled to handle wheat profitably either to the farmer or the dealer.

The combine harvester is here to stay and its use is bound to increase. That may not jar you in the least at first. But what are you farmer-patrons going to think when offered 79 cents for grain cut at 9 a. m., 99 cents when cut at noon and \$1.09 at 6 p. m.? Certainly it's not the grain dealer's fault that this discrepancy exists

between what he can pay at different times of the day, but in some localities where the climatic conditions are not favorable to the adoption of the combine there has been found to be a much greater percentage of moisture in the early cut grain. Towards evening when the sun's rays have been pouring forth all day the moisture content is naturally at a minimum; that's why the spread between early and late cut wheat. So grain dealers have this problem to face when combines are adopted where climatic conditions are unfavorable.

Side lines usually show a greater profit than the grain business. But judging from some of the many statements that come to the office, grain dealers who are relying on their side line business to show a profit for the institution sometimes take a short-sighted view of their season and do not take a great enough margin to cover their expenses for the entire year. Consequently after the usual seven-month side-line season is over they find themselves without ample income to meet expenses, not to mention depreciation, etc. Here is a typical example:

An Indiana grain dealer handled \$81,505 of business in 7 months, of which \$48,000 was for grain and \$33,000 for merchandise lines. The grain handled was 71.63% of the total volume of business and produced 42.91% of the gross profit.

The side line business was 28.37% of the total volume of business and produced 57.07% of the gross profits. He made a gross profit on his wheat of 6.53%. On feed sales 10.55%. On cement 16.2%. On fencing 4.82%. On fertilizer 13.05%. On salt 15.57%. On binding twine 11.02%. On seed sales 35.24%. On coal 22.2%. On corn, which was sold largely for feed, 12.13%.

In the 7 months' period he made a net profit of \$4,808.00. His expense account equaled 3.71% of his sales. However, he had 5 months yet to run without any prospect of profit sufficient to meet his expenses. There is no charge in his expense account for interest on his investment and it is very doubtful if at the end of the year he has anything left to show for his time or experience in the business.

Margins taken are wholly inadequate, on grain in particular. The grain elevators of the country are not getting their fair share that they are entitled to and because competition is so keen margins must be increased. One elevator operator that I know of here in Ohio, and he's one of the best in the state, made only \$1,413 per year for the past 7 years with nothing charged off for depreciation. Such a slim income for the risk taken must be most disheartening.

The volume of grain handled is becoming less and less every year, and as this source of income dwindles the margin taken should be gradually increased. The time is coming when the grain business in Ohio will be only a minor side-line, and when it does operators will have to get many times their present margin to exist and keep up a grain handling plant. When the volume of grain handled is but a small percentage of what it is now competition will be so tense that the grain dealer will be unable to charge the operation of an elevator to any other line than grain. That's the way it should be now, and the sooner grain dealers get on a sound economic basis the more they will profit. As it is now in many places the loss on handling grain is being made up out of the profits on side-lines. Of course there is profit handling side-lines, but why should this income be used to make up unnecessary losses in the handling of grain?

Fire losses and profitable enterprise go hand in hand. Where fire losses are high you will find profits are low, and the reverse is just as true, viz., where fire losses are low profits will be high. It has also been observed that grain dealers do not maintain their plants as well when profits are not good. We want every grain dealer in Ohio to make a substantial profit and live. We want the Ohio Grain Dealers Ass'n to grow to help bring this program of common sense about that all may live happily.

Why a Member of the Ohio Ass'n.

FRED WATKINS, Cleveland, O., an Ex-President of the Grain Dealers National Ass'n, and many times a com'ite member and chairman, addressed the attentive assembly on "Why I am a Member of the Ohio Grain Dealers Ass'n," laying particular emphasis on the legislative benefits derived therefrom.

Disregarding the good-fellowship and better business methods and practices that are a direct reflection of frequent district and state gatherings, of the contacts and connections those contacts afford, there is a bigger benefit

that accrues to all grain dealers as the result of the existence of the Ohio Grain Dealers Ass'n. One man alone could never in the wide world watch and defeat legislative measures injurious to the trade, but many grain men bound together in such an organization can exert enough influence to make their wants known.

Fool politicians with their drastic "grandstand" proposals could put an entire industry such as the grain business out of existence over night. Loud mouthed agitators have and are still promoting any scheme which promises them a living and their ruthless and misguided blows in the name of the down-trodden farmer usually fall on the back of the grain trade.

The Caraway bill is an example. This measure would abolish all futures trading. But we have able men generously giving of their time to defeat such a measure, working to show the Department of Agriculture and disinterested politicians the light. As a consequence the Department of Agriculture has taken a stand against this measure, stating that futures trading in cotton and grain exchanges has been found to have a definite place in the economic arrangement of business affairs. That's something no one single grain dealer could accomplish by his lonesome, yet through united effort this miracle has been successful. Can you picture the U. S. Department of Agriculture taking such a sane stand ten years, or even less, ago? This is just one single illustration that the money you are contributing to the support of your state organization, which in turn is used in the support of your national organization, is not spent in vain. Such benefits accruing from membership are rarely ever considered and little is known of the activities of the grain man in the interior about what his national organization is doing in his behalf, unless possibly he himself is actively interested in legislative matters. The same is true within every state. Your state organization has an active Legislative Com'ite ever watching the movements of state senators and legislators, ever ready to "pounce" on a false move.

The McNary-Haugen bill may be signed by President Coolidge, but I doubt it. However, "Cal" may fool 'em and sign it and drop the measure in the laps of others—just as they in turn have tried to drop it in his lap. With eight of the ten objectionable features cut out of the measure as it now stands, there is a possibility of his signing the bill. The equalization fee feature has not been stricken out as yet, but Coolidge may let the promoters worry about that. Such a condition exists down at Washington only because of politics. The "blow-hards" from radical sections want to go back home and tell their constituents how hard they worked to put the measure through and how the other party defeated it, etc. The passively interested legislators are not overlooking a single vote-getting move on their part and are counting on President Coolidge to veto the bill. President Coolidge, on the other hand, may sign the document and toss the impossible bulwark on the hands of its promoters to struggle with, which would mean their ruin. Nevertheless, your representatives are fighting the move to get this measure through.

"**Shall We Change Our System of Grain Marketing?**" is a text on and about the grain business. I sincerely hope all of you will read and circulate. Prof. Boyie is in close touch with the underlying fundamental principles of the grain business and knows whereof he speaks. While a couple of remarks are a bit off, yet the work in itself is splendid, and worthy of your time and consideration. Several of these books in every community throughout the country would, if read, spread understanding. The agitator dealing in hasty generalities could not make any headway among a group of posted farmers. This book is another example of what is being done in your behalf.

Publicity is what the trade needs. We should have a more and better understanding on the part of the ignorant throughout the country, for only the ignorant are dangerous. All can help most by being active members of your state organization.

Secretary Looks for Local Snarls

BILL CUMMINGS, the twenty-five hour a day secretary of the Ohio Grain Dealers Ass'n, the fella who gets \$600 a year for \$60,000 worth of time and work, and laughs cheerfully about it, next seized the speakers stand. "All right, c'mon fellas, out with it! Who's overbidding, and why? Who's overgrading? Who's ruining the business for everybody else? C'mon, out with it! One by one, right around the tables, and let's have a crop report from every station at the same time!"

DWIGHT W. MAHAFFEY, Morral: Everything is running smooth as glycerin down in our neck of county. Have no complaints to register. All my competitors are buying on grade and not overbidding. It's a pleasure to conduct a business enterprise under such circumstances. Getting together alone has accomplished this feat.

F. J. LAUBIS, Hepburn: With the exception of the trucking business we are now forced into doing ourselves, we have no complaint to register. If a grain dealer doesn't offer trucking service he is hopelessly lost nowadays. Of course some charge for it and some don't. Heard of one grain elevator operator who charges \$1.50 an hour, and gets it. Others can take care of this charge by increasing the price of their commodities, but I believe it is better to charge on an hourly basis when hauling grain in for the farmer. Farmers are demanding more and more service, and the dealer in the best position to render the service desired is the one who gets the business. We find we've got to do a trucking business whether we like it or not, so the only thing left for us to do is to like it and make the most out of it.

D. C. HENRY, Carey: The growing crop is worrying us, although the early wheat looks fairly good. No corn is coming in with the exception of what we ship in for feeders.

"AL" T. WARD, gracious host to grain men whenever they meet in Fostoria: We handle no wheat so I can't tell you anything about that. As to corn, we have handled only one-third the prospective volume we anticipated we would have had by this time, and handled every kind, test, grade, and under all conditions. From expressions heard the past few days, however, I judge that much of the difficulty to be encountered in the handling of corn is still ahead of us. Had one car of No. 4 corn out of St. Louis that was musty on arrival at Fostoria, five days later. Ohio corn we were able to raise in weight three pounds per bushel this season, which we think is unusually high. Oats will be light from all indications.

OSCAR J. NIEKER, Upper Sandusky: No corn is coming in to us at present, and from all indications we will have to ship in corn to satisfy the feeders demand.

EARL C. KEELER, Harpster: We will have very little wheat out our way.

A. A. FLEMING, Prospect: We will have some pretty good wheat this coming crop, and about 15 per cent of the old crop is still to be moved. We don't have enough corn for requirements and will have to ship in. Feeders are actively trading among themselves.

H. W. UPDIKE, Fredericktown: We figure about ten per cent of the last wheat crop is back in farmers hands yet to be moved. Prospects for the coming wheat crop are only fair. Where the farmers have limed the prospects are much superior to where the farmers have not limed. We have shipped in a number of cars of corn and expect to ship in more. We find the only corn we can profitably merchandise is No. 2 Nebraska. One thing I wish to call to the attention of Toledo representatives, and that is, that if the prices quoted in the newspapers would be qualified "elevation, inspection, switching, and other charges included," we wouldn't have such heavy explaining to do to our farmers. It might be possible to quote "On Track." As to that I don't know, but I do plead with you to qualify these quotations as suggested to help out the country shipper. Perhaps you'll be able to do this, and perhaps not. The farmers around me think I'm getting a very large margin on all the grain I handle because of their misconception of the daily quotations they read.

Speaking of margins, they should be higher. The side-lines handled should not be made to bear all of the overhead, as most of us know they do. And even on some of the side-lines handled we should take a bigger margin considering the risk involved, rent, depreciation, margin for bad accounts, insurance, interest on investment, etc. To bring this about I firmly believe each community should have an active district organization and should get together oftener. Only in this way will all profit.

PHIL SAYLES: Breaking bread often brings competitors together as nothing else

would or could; works for harmony and unity and understanding, and the survival of all. The association is doing much of this very work, and in addition to having doubled our membership, Bill Cummings, your accomplished secretary, has scheduled and held some twenty-nine district meetings since his inauguration last summer. With enthusiasm and support running riot, as evidenced here tonight by the participation in discussions, etc., members of the Ohio Grain Dealers Ass'n will survive. All we need is your wholehearted support, attendance at all meetings in your territory, and adherence to the principles you know are economically sound for the prosperous conduct of your business.

BILL CUMMINGS: Mr. Updike, we realize the newspapers do misquote Toledo prices, in that no cognizance is taken of the local freight rate, elevation, insurance, inspection, switching, and other charges taken into consideration in quoting these prices. We could not quote "On Track" as you suggested, because we then would not be protected with the Insurance companies. We'll be glad to co-operate with you, as usual, in any way, shape, manner, or form, but you must realize the position we are in up there. In case of fire in some terminal in Toledo the insurance companies would pay only on the basis of the quoted Toledo prices, and obviously there would be quite a discrepancy.

The fiftieth year of this organization starts the minute after adjournment of the 49th annual jubilee to be held in Lima on June 19-20. We've put on a "100% increase membership drive" and have doubled our membership since the summer. Before our 50th anniversary we expect to have redoubled and made the bid. "500 or bust" is our motto, and with your help we'll do 'er. Now let's go!

MR. UPDIKE: There is one pertinent leak I would like to call to the attention of this gathering, and that is the invisible loss in handling wheat. Heard of a grain dealer (named Updike) who couldn't account for 637 bushels of wheat after the cut-off. I firmly believe there isn't one dealer in ten who knows what it costs to do business.

Trucking in my humble estimation is darn expensive advertising. Of course the farmer is demanding and getting more and more service, but it's getting so that dealers even deliver fertilizer. Even we are handling wheat on the inbound trip and limestone on the outbound journey. And competition is so sharp some are getting so that they don't charge for the service so they will get the business. Another bad feature of having and operating a truck or fleet is that there soon is no territorial boundary and you get out of bounds and then the war starts. A truck will stir up hatred, animosity, and trade wars quicker than anything else, and no one other than the farmer profits thereby. I wish you'd hold a meeting over our way to sort of straighten things out and get all the dealers lined up. I'll lend my assistance in any way possible.

MT. VERNON was then and there chosen as the place for a meeting to be held at the Curtis Hotel, on April 24. The attendance should be overwhelming, as the scrap promises to be hectic.

V. E. BUTLER: To get back to these crop reports, south of Indianapolis the damage is heavy, some estimating it to be as high as 80 per cent. However, north of Indianapolis the crop prospects are much better, with few reports of much damage.

PHIL SAYLES, who has just conducted a broad tour of the crop everywhere east, south-east and south of Lake Michigan, stated that the Michigan prospects were encouraging and that the acreage was approximately 25 per cent larger than last year, which is quite an increase over normal conditions. Phil doesn't believe there is anywhere near the anticipated damage in Ohio, and that the damage everywhere has been over-estimated.

FRED WATKINS spoke at length on the increased acreage viewed in his travels. Up around Cleveland, where there usually isn't a surplus of wheat grown, the acreage has all been devoted to wheat. From Cleveland to Mansfield and Marion, and from all reports received, the acreage is much larger than last year. Some soy beans have been put in, but I can't say just how well the crop is suited in Ohio.

MR. BUTLER: Soy beans are going big in Illinois.

RAY P. REID, Circleville: Not much wheat moving down our way. Two weeks ago the crop looked bad, but now from 65 to 75 per cent of the crop is estimated to be in a condition to pull through. There is not much old wheat back, not more than 5 per cent. This will not move until prices are up.

DAN SOUTHWELL, Buffalo, N. Y.: Reviewing a tour of Colorado, Kansas, Nebraska, South Dakota, Iowa, Missouri, Minnesota, Illinois, Wisconsin, Indiana and Southern Michigan and all of Ohio, the corn crop situation is best summarized in the statement, the further west the better the corn. Nebraska corn is wonderful, while South Dakota corn has much higher moisture content than that of Nebraska. Most of the Nebraska corn is No. 2, some better, some not so good. About 50 per cent of it has moved. Colorado has good corn. Whereas usually the western corn moves west, this year is outstanding in that the further west you go the better the corn gets, consequently the corn will have to move east. Wheat crop prospects are still undeterminable. Much wheat acreage in Illinois this year went into soy beans. I firmly believe crop diversification will soon take care of the farmers overproduction problem.

JOE. L. DOERING, Antwerp: The wheat forecast can't be determined so early. In Indiana two years ago I told you everything was dead; so did everybody else. Then the crop came through and produced a bumper, the biggest in 15 years history. I think it's a waste of time trying to figure it out now.

Along the line of the addresses given here tonight by Messrs. Butler and Watkins, I wish again to emphasize the absolute necessity of the Ohio Grain Dealers Ass'n, as well as the Grain Dealers National Ass'n, going down to Washington, D. C., and continually lobbying in the interests of the trade. An intelligent effort must be made primarily to get these politicians off on the right foot, if that is humanly possible. Why the only thing behind all this farm-relief agitation today is political propaganda. Right up in my home town of Antwerp, the other day, I took a sane piece of editorial matter over to the editor of our community paper and asked him to print it. The article was based on the findings of the Federal Trade Commission on what part of the consumer's dollar the grain dealer got for handling the farmers grain. Think he'd print it? I should say not. Said he was sorry, but he'd have all his subscribers hanging on his neck in no time. Poor sap has been educated by the agitator and the politicians into believing the middleman is a barnacle, a leech, a costly nonentity. Makes me mad to think of this in face of the fact that the federal government spends over 40 per cent of its total expenditures on the farmers, the army and navy excluded. And what do we tax payers get back? Nothing but a lot more clamoring about the poor down-trodden farmer. Why I'm a farmer myself, and while I may not make as much as I would if I stayed at home and did my own work, still do I look down-trodden and down-hearted? Hardly, and furthermore, I'm not. And to think the self-appointed farmers down there at Washington, D. C., are clamoring for more funds for supposed relief. At the present pace farming will soon be an endowed and subsidized institution.

In Attendance.

SHIPPERS present included: Edward Bender and B. R. Klinger, Waldo; J. J. Curl, Marion; A. A. Fleming, Prospect; Wm. Gregg and Sons and Oscar J. Nieker, Upper Sandusky; D. C. Henry, Carey; Earl C. Keeler and H. C. Wood, Harpster; F. J. and Earl W. Laubis, Heppburn; D. W. Mahaffey, Morral; and H. W. Updike, Fredericktown.

FROM TOLEDO were Secretary W. W. "Bill" Cummings; Joe L. Doering and Charlie R. Keilholtz, Southworth & Co.; George A. Beeley, C. A. King & Co.; Bob DeVore, H. W. DeVore & Co.; and C. E. Patterson, of John Wickenhiser & Co.

FROM COLUMBUS were President Phil Sayles, Maurice Maney, J. E. Anderson and C. O. Garver, Millers National Insurance Co.

FROM FOSTORIA were "Al" T. Ward and wife and Marguerite L. Bealey.

FROM INDIANAPOLIS were V. E. Butler and H. F. DeLand, Grain Dealers National Mutual Fire Insurance Co.

FROM CLEVELAND were Fred E. and F. L. Watkins, Cleveland Grain & Milling Co.

FROM BUFFALO were Wright "Speed" McConnell, McConnell Grain Corporation, and Dan A. Southwell.

FROM CIRCLEVILLE came Ray P. Reid. MACHINERY men were J. B. Bray and G. H. Haines, Grain Machinery Co., Marion, and Ralph Haines, also of Marion.

Pencils were distributed by Bob DeVore, H. W. DeVore & Co., which were quite useful after adjournment. Bob's door signs disappeared during the course of the afternoon and a plea was publicly made for their return, but without avail.

Red roses were pinned on the ladies by "Speed" McConnell, as he prefers to be called. Feed mixing equipment literature was distributed by the Grain Machinery Co., Marion.

Ohio Dealers Hold Animated Discussion at Columbus.

Most of the officers and representative membership of the Ohio Grain Dealers Ass'n were very much in evidence at a political caucus and district meeting held in the Great Southern Hotel, Columbus, on March 21.

Delegates started pouring in during the early afternoon, ever eager to get into action.

CREDIT PROBLEMS were eagerly discussed before, during, and after the meeting and some of the staunchest supporters of granting credit were won over to a sane program of sending out regular statements, charging interest after 30 days and of a maximum extension of credit to any one patron. This move undoubtedly came about with the realization that profits were being cut to a shadow by permitting too much credit, even though carefully granted, and that the farmer was always capable of digging up cash to take advantage of a cash discount, not to mention that the farmer respected and traded more with the dealer who demanded and got prompt settlements. The idea of a so-called "Business Bureau" was instilled into the minds of those who permitted abuse of the credit system, with rapid contagion. The purpose of such a "Business Bureau" was explained as a source of collection and dissemination of credit information. This system has been found to work out very satisfactorily in New England and on the Pacific Coast. When a consumer owes one member a large bill, he cannot obtain credit from any other member until such accounts have been settled. Not charging interest received a "knock-out" blow.

OVER-GRADING and over-bidding, two of the most unforgivable sins of the trade were handled without gloves. The conception of some of the term "over-bidding" was shown up as being wholly inadequate. It was the final consensus of opinion that over-bidding is the buying of grain at such a price that all the expenses not justly chargeable to the handling of side-lines, including depreciation on house and equipment, risk of ownership, insurance, rent, interest on investment and on money, advertising, light, taxes, labor, wages, power and all other operating expenses, etc., are not derived therefrom. That definition threw a new light on their malpractices that dealers had not realized before, and naturally they vowed never to err in this respect again. This means a fair and equitable margin on grain. Let's hope they all stick to it and make lots of money.

GRINDING COSTS were "taken for a ride"

and the following day prices for this service advanced in many sections, some even having to treble the price to get on a level with what the service is costing. The original cause for grinding prices being far below cost in some localities is given in the explanation that power all went through one meter and the power cost was only a guess, that depreciation on grinding equipment was not calculated, that labor and hazard, advertising and taxes, insurance and rent, light, and all the other expenses chargeable to the operation of feed grinding equipment, had not been added in. After the discussion some knew they had been losing money on every sack of feed ground. The average price that should be charged for grinding "coarse" was set at from 20-25 cents, for "medium" grinding at 25-30 cents, and for "fine" and "very fine" grinding from 30-40 cents. Maybe grainmen will start making a little profit from this source hereafter.

TRUCKING and its influence on what used to be considered "one's territory" went over the rolls to be re-sifted once more. The truck has wrought havoc with "territories." There just "Ain't no such animal no more!" Independently operated trucks are hauling the grain to the most favorably located elevator and there's no stopping the practice. The farmer likes the service and is willing to pay for it, providing all prices are right. As to prices, the rail-rate more or less determines the favorableness of one point over another. The possibilities of advantage in this respect are without end. Most shippers were found to do a trucking business in connection with their side-line business, but only a few exerted themselves to try to buy and bring back a load of grain everytime the truck went out on delivery, possibly because bringing back a load was not feasible at the time of delivery when the truck was weighted down with side-lines to be delivered.

EXCESS ELEVATORS and their disposal came in for its round, the most logical solution of this problem being either purchasing or leasing excessive houses. One instance of this was cited. A group at a good active shipping point bought in a house that was "excess baggage" and t'is said that within two weeks they had their money back. Of course the same old hardships were met with in persuading all concerned of the advisability of the move, but they were naturally all thankful afterwards. This stirred many to review their own local conditions. What may result is yet to be read about.

REGULAR DISTRICT MEETINGS were heartily subscribed to and endorsed unreservedly on every hand. The contacts and consequent enjoyable connections afforded, while considered secondary to the good-fellowship and good common sense derived therefrom, were lauded unstintingly. The ceaseless effort of Bill Cummings and Phil Sayles in the interests of the state organization were praised in no short terms. Increasing the membership of dormant organization over 100 per cent is no easy task and all seemed to know it and pay tribute where due. Joe Doering leads the list of member-getters, and Joe was also applauded.

UNFAVORABLE PROPAGANDA broadcast by unprincipled politicians and agitators was cited, and a capable "Publicity Bureau" for counteracting such ill effects upon the Grain Trade was proposed. An industry cannot survive the prejudice of all mankind.

MARGINS, losses, the combine-harvester, and business management and operation problems were ably discussed by Mr. V. E. Butler.

LEGISLATIVE activity was reviewed by one closely allied with federal and state legislative matters, Fred E. Watkins, Ex-President of the National Ass'n.

LOCAL SNARLS were combed and smoothed out where found, without difficulty, the only difficulty being to find the snarls.

A BANQUET in a large, spacious private dining-room of the Great Southern Hotel.

CIGARS were again on the Eastern Grain, Mill & Elevator Corp.

PRESIDENT PHIL SAYLES, Columbus, called the meeting to order, following the delicious and well served five course feast. The appreciation of the officers for the splendid turn-out was sincerely expressed.

An animated discussion of grain trade problems followed thruout the session.

ADJOURNMENT, which was unusually late because of the thoroughness and broad field of the discussion, was after eleven. The discussion was continued throughout the lobbies, corridors and in the rooms until a still later hour, but all points were won by the belligerents and business conditions are determined to improve 500 per cent before the Lima meeting, to which all will go.

In Attendance.

SHIPPERS present included: R. H. Brundige and H. H. Snyder, Kingston; Grover C. Cline and W. E. Hall, Ashville; A. M. Daugherty, Derby; R. B. Dewey, South Charleston; C. W. Graul, Pleasant Corners; J. B. Hill and Charles McKinley, Orient; Howard L. Hockman and S. B. Swope, Canal Winchester; J. R. Johnson, Baltimore; C. B. Kissell, Selma; W. M. Myers and M. M. Sherman, Lockbourne; John H. Motz, Brice; G. O. Noecker, Carroll; G. M. North, Groveport; H. C. Patzer, Grove City; A. F. Raab, Lancaster; Oscar Teegardin, Duval; H. I. Turner, Thurston; F. P. Weber, West Jefferson, and H. R. Wooley, Pickerington.

CHILLICOTHE sent P. M. Gale, Wm. H. Herrnstein and S. A. Stelle.

LONDON sent L. R. Watts and Thomas F. Wood.

SPRINGFIELD sent L. B. Miller.

CIRCLEVILLE sent Ray P. Reid.

CLEVELAND sent Fred E. Watkins, Cleveland Grain & Milling Co.

INDIANAPOLIS sent V. E. Butler and H. F. DeLand, Grain Dealers National Mutual Fire Insurance Co.

FORT WAYNE sent Eli P. Short, Kraus & Apfelbaum.

TOLEDO sent Bill Cummings; Bob DeVore of H. W. DeVore & Co.; George A. Beeley of C. A. King & Co.; Joe L. Doering and C. R. Keilholtz of Southworth & Co.

BUFFALO, N. Y., sent Wright "Speed" McConnell of McConnell Grain Corporation, and Dan A. Southwell.

COLUMBUS dealers present were President Phil Sayles, Maurice Maney, W. S. Cook, J. E. Anderson, and C. O. Garver, Millers National Insurance Co., and Frank H. Tanner, Sec'y of the Ohio Millers Ass'n.

MACHINERY representative was "Cliff" H. Buzick, of Bauer Bros.

Ohio Farm Situation Shows Improvement

The Ohio farm situation shows both favorable and unfavorable features at this time with indication of some degree of improvement when all sections of the state are considered. This conclusion is expressed in the March monthly report on farm financial conditions issued by the Ohio-Pennsylvania Joint Stock Land Bank of Cleveland and is based on the replies to a questionnaire sent to 435 banks having country business.

New borrowings by farmers at banks are apparently somewhat smaller in volume than a year ago, though a wheat failure might lead to heavier calls for loans on the country banks in some sections.

Renewal of notes by farmers probably does not differ greatly from last year. Improvements are especially noticeable in the tobacco counties of southern Ohio.

Interest rates are generally at 6 or 7 per cent with more reports in the survey of 7 per cent than of 6 per cent. In a few sections a rate of 8 per cent is reported.

Wheat prospects for this summer are only average in the most favored sections and are very poor in the southern half of the state. The chances are small for anything like an average yield in most sections of Ohio.

A wheat failure would be very inconvenient in the oats belt of northern and western Ohio, but not as serious as in southern Ohio because the ground can be reseeded to oats. There will doubtless be a heavy acreage planted to barley and soy beans in the southern half of the state, and this may lead to borrowing for seed in many instances.

A small increase in corn acreage is indicated at this time. Low hog prices may tend to hold down the acreage of corn, and, on the other hand, high prices for corn may cause the acreage to increase.

Scale Tolerances in Weighing Grain

Address by Henry L. Goemann, Mansfield, O., Read before National Scale Men's Ass'n at Chicago

If the scales used are according to agreed specifications and properly installed, regularly tested and kept in order, the weighing of the grain carefully and correctly done under proper supervision or automatic check or device, why are there differences in weights, if so, are they due to error, carelessness or dishonesty or due to natural shrinkage owing to the inherent nature of the grain and should an arbitrary tolerance be allowed to cover differences in weights no matter how slight?

I am aware there are differences in weight between scales as covered by the in and out weight and no doubt some are largely due to carelessness or incompetency, if scales and handling facilities are correct.

Where scales were correctly installed and the grain properly weighed and handled, carefully checked, whether by scale beam checking device or personal check, I found very slight differences, in my personal experience covering many years of handling grain.

Having handled millions of bushels of grain during the period I was active in Chicago and Mansfield, shipping both by boats and railroads, buying grain also at country points from the small elevators, also at large western terminal markets, handling considerable quantities of same thru the Mansfield, Ohio, Elevator, where the grain was weighed in hopper scales of carload capacity, I was able to compare and check the weights on shipments covering a large and scattered territory. I found on my shipments from Mansfield to eastern markets both for export or domestic use that where the cars were carefully weighed over correct scales and proper facilities my average shortages ran from fifteen to fifty pounds to the car and I have similar results on shipments covering purchases in some of the western markets, neither short or long hauls making any difference in the outturn where cars were in good carrying condition.

Loss of Weight in Transit is Nominal.—I have always contended that when grain is shipped in closed tight good condition box cars and loaded in line with present rules of loading to within 24 inches of the roof of the car and accurately weighed at point of shipment also at destination that the loss is a nominal one, which is largely due to sampling and loss in handling, such as dust and the amount that cannot well be secured in cleaning of box cars due to car lining or of hopper bins feeding to scale and is very slightly due to the inherent nature of the grain.

There has been no mechanical device perfected to test the shrinkage as to moisture content of the grain but what is subject to the help of partly handling thru human hands and therefore the human element becomes a factor.

In securing the samples of the grain, the lot whether in car or bin may vary slightly in condition in different parts of the lot sampled, there also may be some slight variations in handling the tester for determining the moisture content. This is shown where samples drawn by official samplers or inspectors from the same cars at different times within a limited period whether within an hour or twenty-four hours have shown slight variations in the percentage of moisture content.

In view of the above I do not believe we can secure an absolute correct one hundred per cent moisture content and as there will be some variation in the tests, same will prevent arriving at a basis for proving an accurate amount of shrinkage, if any, owing to moisture while the grain is in transit and in the hands of the carriers.

The grain trade thru conference with the carriers have agreed when making claims for loss or damage of or to grain while in transit in order to have such claims settled promptly, to allow and deduct from the shipping weight one-eighth of one per cent ($\frac{1}{8}$ of 1%) on all grain. This was not an acknowledgment that this deduction of a specified amount was the actual shortage that was recognized by the grain trade as a correct or proper amount, that was due to weighing or shrinkage natural to the handling of grain, but a compromise to facilitate the settlement of claims without suits based on common law as well as court decision that carriers must deliver the amount of grain they receive.

There is no question that proper weighing facilities are now being more generally installed, more care being taken to arrive at and give accurate weights and the official weight records of car lot shipments of grain I have gone over carefully within the past two years seems to prove this.

Weight for Assessment of Freight.—Now in addition to the subject of weight allowance in settlement of claims, the carriers have opened up the question of what weight basis shall be used in the assessment of freight charges covering the transportation of grain and upon

which to collect their charges. This seems to me to be the issue at present as to scale tolerance as this question has been settled thru agreement when same relates to claim settlement.

Tolerance on Other Commodities.—I am aware that the carriers have a so-called scale tolerance on commodities shipped in open top cars covering coal, sand, stone, etc., on which there may be a shrinkage in weight due to the inherent nature of the commodity possibly due to the exposure to the weather or also a loss due to pilfering or due to improper or excessive loading. Grain should not be put on the basis of commodities shipped in open top or slatted cars where weather may affect such commodities either in loss or gain of weight.

I have stated herein that we have no absolutely accurate way of testing moisture shrinkage in transit and with carriers supposedly furnishing closed tight box cars and grain loaded practically to the roof of the car, the weather or the small circulation of air in the car cannot affect the grain shipped in box cars as it would in shipping ear corn in slatted stock cars.

The custom of the grain trade of buying grain from country elevators at various country stations being based on destination weight the settlement is made on the amount of grain received by the buyer at the terminal market, as certified to by the official weighers certificate, this should be the weight on which to assess freight charges, and I believe legally carrier can only collect freight charges on actual weight transported and for which shipper receives pay for, should carrier claim having transported more, would be liable under the law for the shortage.

The carriers' custom on such shipments has been based on official weights at destination and should be continued having been in effect for long period of years and under this method of adjusting charges no question should arise as to scale tolerance.

The settlement of assessing freight charges on grain moving between two terminal markets, both markets having official weights, opens up the question which weight should govern. It seems to me if my memory serves me correctly in view of carriers having published a rule covering this point in their milling-in-transit tariffs that the official weight of the shipping terminal market govern for assessing freight charges, that a similar rule be applied to grain shipments.

No Appreciable Shrinkage of Grain in Transit.—In closing, it seems to me we have accurate scales which are being manufactured in accordance with specifications agreed to by U. S. Bureau of Standards, scale manufacturers, terminal grain weighmasters and tentatively accepted by the Interstate Commerce

Commission as correct. Further the Commission has in opinion Docket 9009 suggested the method of handling grain with proper facilities when for shipment, further I believe there is no appreciable shrinkage in grain while in transit, admitting that records show some variations in weights, the records also show it is possible and the majority of shipments I believe show, that under facilities at our command to have commercially accurate weights and the shippers who install proper scales and facilities and exercise the proper care in handling and who are largely in the majority should not be penalized by an arbitrary tolerance deduction because a minority do not comply in every way to obtain accuracy.

"Scale Tolerance" an Objectionable Term.—I further believe there should not be used the words "Scale Tolerance" to arrive at a commodity or weight tolerance as it infers that the scale is inaccurate and therefore object to its use.

I desire to add these are my own views and am not expressing same as being those of the Grain Dealers National Ass'n owing to not having been able to submit same to the other members of the Transportation Committee.

Improved Cribbed Elevator at Douglas, Ill.

When the Inland Grain Co. went out of business five of its elevators were taken over by the Valley Grain Co. under the management of H. H. Potter. It was found necessary to make extensive repairs to the elevator at Douglas, Ill., including splicing a piece into the rope drive and installing a new cup belt and a number of new cups.

The local manager, F. E. Gorham, purchased Columbian rope to repair the drive and announces this has given excellent service thru the three years that have followed. The leg was refitted with a rubber belt, carrying Salem buckets properly spaced to operate at best advantage.

At the time of making these repairs the company extended the second room in the office, making it into a cleaner room for handling seeds. The gasoline engine was replaced with a $7\frac{1}{2}$ h.p. motor and advantage was taken of the engine room space by partially removing the east wall and extending the room to provide facilities for sacking and storing.

This elevator is of cribbed construction, iron-clad and has capacity for 18,000 bus. Immediately adjacent is a concrete tank with capacity for 15,000 bus. more.

The elevator has eight bins served by one leg. A screw conveyor carries grain into the



The Valley Grain Co.'s Elevator at Douglas, Ill.

concrete tank and another conveyor is used to return it to the leg. Provision is made for delivering grain from the leg to a hopper that serves the cleaner. The plant is located on the C. B. & Q. railroad.

The poor crops around Douglas last year made it necessary for the company to diversify its activities. Consequently it took to storing grain in transit. Wheeled scoops and a second opening to the pit from the back made this operation reasonably rapid. Considerable western corn was handled.

This spring many bags of seed oats have been cleaned for farmer patrons.

New South Wales Wheat Pool Discontinues.

Announcement has recently been made that the New South Wales Wheat Pool will not attempt to operate this crop year, states a report from E. C. Squire, American Trade Commissioner at Sydney. Wheat pooling in Australia has been given considerable publicity during the past year or two, and there has been considerable contention as to whether the pools had given farmers as great a return as private traders. Consequently, the failure of the wheat pool in New South Wales is looked upon as rather important. During the 1926-27 season the pool handled some 8,500,000 bus. of wheat and may have handled close onto 15 per cent of the total crop. However, unquestionably farmers are dissatisfied with the results, and it is charged that the pool has returned approximately three pence per bushel net less to the farmers than have the private traders.

This pool has been in operation now for a number of years in New South Wales, and in recent years a strong effort has been made to obtain either a compulsory pool or a five year binding contract. Failing such compulsory measures, the pool was unable to compete further.

Experiences with Grain Weights.

From an address by F. C. Westbrook, Traveling Grain Weight Inspector, Western Weighing and Inspection Bureau, Kansas City, before National Scale Men's Ass'n.

One shortage of 6,000 lbs. that I investigated was due to estimating weights, the elevator having only wagon scales. In another case where a car was loaded at a non-agency point it was billed from weights furnished by the foreman of the threshing crew.

I have found scale levers imbedded in dirt, platform binding and stringers rotted out.

A car was overbilled by one draft of 6,000 lbs. where the drafts thru a hopper scale were recorded on a piece of paper tacked to the elevator leg. This firm had an another house with an 18,000-lb. hopper scale from which the grain loaded out had to be elevated from the scale and spouted thru a grain bin in which I detected a diverting valve in a leaking condition.

In one case I found that the weighmaster was not balancing the scale between drafts. There was a change of 55 lbs. on the balance of the scale, which held up 55 lbs. of grain, causing a shortage at destination.

One owner had not balanced or compensated his automatic scale in 6 years.

At terminal markets grain is likely to hold up in sinks, and therefore the next car unloaded will show an overage. I have discovered garners with pockets.

It is very important for the weighmasters to have a shipper's weight on these cars unloaded, so that if there is a material difference a second inspection can be made.

A stick got into a valve slide of a receiving sink which remained open altho the interlocking system denoted that the sink was closed. Here three sinks opened to one belt conveyor.

Advantages of Shippers Weight Cards

[From an Address by P. P. Quist, State Weighmaster, at Minneapolis]

The handling of grain at terminal markets has undergone many changes during the 27 years that I have been Weighmaster.

In the early days nearly all the grain was handled by the so-called line elevators, who bought the grain from the farmers and handled it themselves, at the terminal markets. With the coming of the independent and the farmers elevators came also the commission merchants, and with the commission merchants came increasing demands in the inspection and weighing service.

Attention was centered almost entirely on the weight; little or no consideration was given to car condition. Grain was cheap and shortage of a couple hundred pounds was hardly worth bothering about. The higher prices of grain and a closer margin on which it was handled has made an emphatic demand for close inspection of car conditions. Now this part of the service is given as much attention as the weighing.

The object of car inspection is to furnish the shipper with evidence upon which to base claim against the carrier for loss of grain in transit. Consequently, this information should be reliable and based on careful examination and good judgment. The fact that a few kernels of grain are found on the door sill is not always evidence of a grain door leak. It may be a spill in loading, or a spill made by the terminal sampler. To report a grain door leak in such a case would be an injustice to the carrier. On the other hand, a careless inspection of a car, whereby a chance for leak is overlooked, may prove unfair to the shipper.

All grain shipped to Minneapolis is subject to State Inspection and Weighing, unless this service is waived by the shipper. State Weighers are stationed at all the terminal mills and elevators to supervise the handling and weighing of grain, which weight governs in settlement between buyers and sellers and is the basis for the freight charges by the railroads. Weighers are under oath and a surety bond of \$5,000 and are held responsible for any mistake they make whereby a shipper suffers loss.

When a car of grain arrives at the mill or elevator for unloading, it is carefully examined and any leak or bad order condition is recorded as is also the seal numbers. The depth of the load is measured and the shipper's weight cards removed. Grain is then unloaded and weighed. All the scales used by the State are of large capacity so an ordinary carload is weighed in one draft. The scales are also equipped with type registering beams, which imprint the weight in plain figures upon a card. The weight is recorded in a book. Another check that helps to insure accuracy is that all through the weighing operation the house weigher has been present and he also keeps a record, and the two check their weights as an extra precaution against mistakes.

The State weight is compared with the weight on shippers' weight card and if the difference is more than the tolerance, an investigation is made to find the cause. It is plain that such investigation made while the grain is still in the scale hopper and the car at the unloading pit is of more value than an investigation made later at the request of the Commission merchant, when the car is gone and all the circumstances surrounding the handling may be forgotten. When there is no ticket in the car showing the loading weight, the State Weigher has no means of knowing the weight claimed by the shipper and consequently would not be aware of a shortage.

Some time ago a country mill, with State weighing service, bought considerable wheat from the Minneapolis elevators. Some of the cars were short five or six hundred pounds without any sign of leakage. Special investigation revealed that thieves had bored a hole in the bottom of the car, filled some sacks, after which they plugged up the hole with a corn cob and as the hole was made near the sill it could not be detected, unless you got right under the car. Had these cars been from the country, without loading weight cards, the chances for discovering cause of shortage would have been small. As it was, detectives were soon on the job and the thieves were caught.

The Minnesota law provides that a shipper of grain shall post a card in the car showing the loading weight. This law has been in existence for over twenty-five years and was enacted for the benefit of the shippers, yet it is very much disregarded. I have been told that some shippers object to revealing the loading weight believing that should they happen to forget to count a draft in loading with subsequent over-weight, they would only receive credit for the amount stated on the shipping card; while if the terminal market had no knowledge of the loading weight, they would receive credit for the

entire load. This feeling towards the terminal markets existed years ago, but I am sure that it does not exist in our State today as there are nearly as many over-weights as shortages in country shipments. Shippers should always observe the laws of the State, not only to facilitate the detection of shortages, but for their own protection.

Shipping cards have been of much help between the terminal markets in keeping close check on scales and loading spouts. Minneapolis, being a large milling center, receives a large amount of wheat from the various terminal markets and consequently we are in position to compare their weights with ours. We receive hundreds of cars of wheat from the markets using the shippers' cards, where the difference between the two weights is less than 100 pounds per car, whereas formerly the difference was often twice that amount. Our record also shows closer weights between country elevators and the market where the shippers post their weight in the car. It seems that a weighman knowing his weights will be scrutinized is more careful in his work.

Terminal scales of today are built on steel and concrete foundations, hence they are not subject to settling and heaving. The State maintains scale experts to keep a constant check on the equipment used in handling and weighing grain. This makes it possible to handle grain with very small shrinkage.

Last year we handled 20,763 carloads of grain out of the terminal storage elevators to the mills with an average loss of 67 pounds per carload. During January of this year we handled 2459 cars with an average loss of 55 lbs. per car. The average load was above 90,000 pounds. It is not to be expected that grain can be handled that close between country elevators and the terminal market, until there is a decided improvement in the country elevator scales and handling equipment.

The capacity of the country elevator scale is generally less than 100 bushels, which means from 15 to 25 drafts in loading an ordinary car. The scales are usually built in the cribbing or on insecure foundation, which means shifting and scale disturbance, resulting in irregular weights.

Many country elevators load grain through an automatic scale, requiring from three to four hundred drafts to an ordinary carload. Either type of scale can be made to give correct weight if properly adjusted. However, should a hopper scale be off from standard 10 or 15 pounds, it would mean two or three hundred pounds in a carload, and should an automatic scale be off from standard only one pound, that would produce discrepancies of three or four hundred pounds in a carload.

Not long ago I checked the weights of 30 cars of different kinds of grain from an elevator that used a small automatic scale. Some of the cars over-ran three or four hundred pounds, while others ran short about the same amount. In adding up the total loading weights and comparing that weight with our unloading weight, the difference was only 1250 pounds on the entire shipment, an average shortage of only 40 pounds per car. These figures show the accuracy of the weight depends largely on the operator in keeping the scale properly adjusted to standard at all times.

Most of the flour mills in Minneapolis are located on the Falls of St. Anthony and not on the main railroads. Consequently the cars intended for the mills are taken over by the transfer lines for delivery. These transfer lines will not accept a car of grain in leaky condition as they would then be held responsible for the entire shortage, hence the cars are examined and repaired by the railroad before they are accepted for delivery to the mills.

The State maintains yard watchmen with police authority to safeguard grain cars in passing through the terminal railroad yards. In addition to preventing pilfering, these yard watchmen are also on the lookout for leaky cars. Leaky cars are often found and reported to our office by these special watchmen, which would not have been found had they not been seen while in motion, for sometimes a car will leak while being switched and bumped about and will not show evidence of leakage when standing still. This will explain why our record of a certain car is clear and yet this same car may have lost grain while in transit.

The State Weighing Department stands as the arbiter between the seller and buyer. It treats both with equal fairness. We aim to be an active factor in securing correct weights, making constant efforts towards the improvement of the service by the adoption of the most modern equipment and by the application of the experience that years in the development of the service has given.

Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

ARKANSAS

Arkadelphia, Ark.—W. E. Adams, aged 70, pres. and one of the founders of the Arkadelphia Mlg. Co., died recently. This company operates an elevator. His son, W. N. Adams, is general manager of the company.

CALIFORNIA

Los Angeles, Cal.—Hogan-Gray, Inc., is a new grain firm here, the members of which are old grain men.

Los Angeles, Cal.—The California Hay, Grain & Feed Dealers Ass'n will hold its annual convention here April 13 and 14.

Los Angeles, Cal.—On Dec. 7, 1927, the undersigned was appointed receiver in equity in the matter of the Great Western Mlg. Corporation. There is a bankruptcy petition pending at this time and in due course a trustee will be elected. The mill has a capacity of 300 bbls. and the elevators are located adjacent to the mill.—Wm. H. Moore, Jr., receiver.

CANADA

Winnipeg, Man.—The Mid-Canada Grain Co. has been organized with a capital of \$250,000.

Saskatoon, Sask.—The Quaker Oats Co. is building a 600,000-bu. concrete storage unit at its plant, bringing the total capacity to 1,250,000 bus.

Winnipeg, Man.—James A. Richardson, head of the firm of James Richardson & Sons, Ltd., has been elected to the board of directors of the International Nickel Co.

Winnipeg, Man.—James Richardson has given \$5,000 to Manitoba Agricultural College to establish a memorial scholarship in honor of the students of the school who fell in the world war.

Toronto, Ont.—The Harbor Commission is planning erection of a 1,000,000-bu. elevator on the water front, with connections with both the Canadian National and Canadian Pacific Railroads.

Burgis, Sask.—Geo. Cushulak, grain buyer for the Peaker Gibson Elvtr. Co., was killed March 12 when he missed his footing and was caught in the main belt at the elevator. Death was instantaneous.

Toronto, Ont.—Wm. Bruce Wood, pioneer grain man, died March 19 at Montreal at the age of 80 years. Prior to his retirement in 1925 he was pres. and general manager of the Dominion Flour Mills, Ltd.

The Saskatchewan Wheat Pool has announced that it will acquire grain elevators at 89 points in the province of Saskatchewan. Tenders for the construction of 47 of this number have been accepted.

Toronto, Ont.—Jas. Playfair of Midland is proposing to build a 1,000,000-bu. elevator on the harbor front. It will be of reinforced concrete and have the latest equipment. It is expected that it will be completed in September.

Victoria, B. C.—The Panama Pacific Grain Terminals, Ltd., is installing a 750-bu. Hess Drier in the elevator which it is building at Ogden Point. The elevator has a capacity of 1,000,000 bus. and is being built by Smith Bros. & Wilson, Ltd.

Glenwood, Alta.—Gordon Spence, operator of the Alberta Pacific Grain Co., which burned to the ground Jan. 10, the fourth elevator at that point to be lost by fire within a year, was dismissed on a charge of arson in the supreme court March 14. The case was taken from the jury for lack of direct evidence against the accused.

Kayville, Sask.—Police have arrested Chas. B. Toll, grain buyer for the Crescent Elvtr. Co., on a charge of forging and issuing a \$110 grain ticket. This is in connection with the investi-

gation into the \$4,500 robbery of the grain company last November. Recently boys found \$600 of the money when they kicked over a tobacco can in a snow bank.

Vancouver, B. C.—According to report, Randall, Gee & Mitchell are the principals behind the application made to the North Vancouver city council for a fixed assessment for 21 years on property on which the company is to build a \$300,000 grain elevator. The Midland Pacific Terminals, Ltd., is reported to be the holding company for Randall, Gee & Mitchell. The proposed elevator on the north shore will have a storage capacity of 500,000 bus. and a loading capacity of 300,000 bus. hourly. The site is on the Harbor Board property, formerly known as Moodyville.

COLORADO

Denver, Colo.—The following officers were recently elected for the Grain Exchange: H. E. Kelly, Greeley, pres.; O. M. Kellogg, Denver, first vice-pres.; Geo. T. Russell, Longmont, second vice-pres.; R. C. Johnson, treas.; H. G. Mundhenk, sec'y; H. E. Kelly, N. A. Anderson, J. W. Conley, P. Crowe, Geo. B. Irwin, R. C. Johnson, O. M. Kellogg, T. H. Kelly, R. P. Quest, G. T. Russell, C. B. Seldomridge, H. L. Wierman and H. D. Williams, board of directors.

IDAHO

Kimberly, Ida.—Munson & Smith have bot the plant of the Kimberly Mlg. Co. from the Twin Falls National Bank.

Kamiah, Ida.—John Matlock, aged 36, a partner in the Kamiah Grain & Coal Co., was killed recently when a truck driven by his partner, Ed. Bolander, ran over him. The men were driving from their warehouse at the edge of town to their place of business in town. Mr. Matlock was riding on the running board and in a spirit of fun remarked that he was leaving the machine to make time. He dodged from one side of the road to the other several times and then fell beneath the wheel.

ILLINOIS

Fairdale, Ill.—E. E. Woodward has installed an ear corn crusher.

Eureka, Ill.—The Farmers Elvtr. Co. recently voted to build a mill.

Scarboro, Ill.—H. J. Smith is now manager of the Farmers Elvtr. Co.

Shirley, Ill.—Lee Carlock is now manager of the Farmers Grain & Coal Co.

Sublette, Ill.—The Farmers Elvtr. Co. has installed a 50-h.p. hammer mill.

Kerrick, Ill.—The Kerrick Grain Co. has com'tes at work investigating the cost and advisability of building a new elevator.

Lincoln, Ill.—Spellman & Co. have had the scales at their different stations tested and corrected by the Fairbanks scale test and repair truck No. 6.

Manhattan, Ill.—The stock in the Manhattan Grain Co., owned by Symerton Grain Co., Wm. Seltzer, and Manhattan State Bank was sold at public sale March 10. There were 119 shares sold.

Bongard (Villa Grove p. o.), Ill.—Sparks from a passing locomotive are believed to have started the fire which destroyed the plant of the Farmers Grain Co. March 18. The loss is estimated at \$12,000.—P.

Bell (Lincoln p. o.), Ill.—The West Lincoln Farmers Grain Co. has had all its weighing machinery overhauled by the Fairbanks scale service truck. This company is going to add lumber to its business and will build lumber sheds soon.

Allendale, Ill.—H. A. Fox, Wm. B. Price and S. H. Price have bot the Allendale Mill & Elvtr. Co. from Stansfield & Storkman. It will be managed by F. J. Dorney.

Eldorado, Ill.—The Farmers Mill & Elvtr. Co. has filed suit against the L. & N. Railroad Co. for possession of certain real estate occupied by the railroad company's freight depot. The elevator company contends that the railroad erected this building on the former's property.

Moline, Ill.—The proposition to issue \$350,000 improvement bonds for the erection of a municipal barge terminal and grain elevator carried by a vote of more than two to one at a special election on March 15. If the city does not get a contract for the leasing of the terminal from the Inland Waterways Corporation before it is built, the bonds will never be issued and no obligation of any kind incurred.

CHICAGO NOTES.

John E. Brennan & Co. are moving to new and larger quarters in the Wells-Van Buren Bldg., Room 600.

James A. Rankin, member of the Board of Trade, who died on Feb. 14, left most of his estate to be enjoyed ultimately by his three young granddaughters.

An amendment to the rules of the Board of Trade has been posted for ballot providing that members desiring to obtain a lien must file a statement with the secretary within 10 days after the debtor member has posted his membership for transfer.

A com'te of which Lowell Hoyt is chairman has been investigating the delivery of cereal oats on contracts and has prepared a report for submission to the directors of the Board of Trade, which is of such interest it has been printed, and will come before the directors Mar. 27.

The B. A. Eckhart Mlg. Co. has let a contract for the erection of a warehouse on property adjoining its plant which was formerly occupied by the Western Feed Manufacturers Co. Excavation work has been started and the building is expected to be completed within a few months. It will be of brick and mill construction, three stories with basement, and each floor will contain 10,000 sq. ft. of space. The foundation will be such that several more stories can be added if necessary.

John D. Sayre, 74, one of the oldest terminal grain elevator superintendents in Chicago, passed away at 1:20 p. m., Sunday, March 18. He is survived by four sons, William, John, Robert and Louis Sayre, and two daughters. Mr. Sayre began his career in the grain business with the old firm of Munger & Wheeler. He first superintended the old Iowa Elevator. Then he built and operated the Calumet Elevators B and C. Construction of the Irondale Elevator followed and he was its first superintendent. Mr. Sayre became associated with J. Rosenbaum Grain Corp. in 1901 and continued with them until retirement in 1906. Two of his sons, Robert and Louis, are now with that corporation and a third, William, is with the sampling department. The fourth son, John, for many years held a membership on the Board of Trade. Interment was on March 21, and the Irondale Elevator was closed for the day out of respect to his memory. Countless friends extend their sympathies to the bereaved family.

INDIANA

Medora, Ind.—Bundy Bros. have rebuilt their elevator which burned last year.

Burrows, Ind.—W. C. Smock & Co. will install a hammer or attrition mill and motor soon.

Lafayette, Ind.—The John D. Martin Elvtr. has installed SKF Bearings on its head shafts.

Bluffton, Ind.—The Studebaker Grain & Seed Co. has increased its capital stock to \$100,000.

Upland, Ind.—Clarence Jones has succeeded F. M. Porter as manager of the Farmers Co-op. Co.

Kokomo, Ind.—The Urmston Grain & Seed Co. has bot an attrition mill with two 25-h.p. motors.

Danville, Ind.—The safe at the office of the Klondike Mlg. Co. was blown open recently and a small sum of cash taken.

New Harmony, Ind.—We did not buy this year on account of the poor and small crop. Steelman & Fitton, the other elevator firm here, did not buy much.—Carl H. Stephens, sec'y-treas., Ezra Stephens Corporation.

Hagerstown, Ind.—John Jackson is now sole proprietor of the Hagerstown Grain Co. The firm was formerly owned by Jackson & Curme.

Rockport, Ind.—Clarence Ray, manager of Jeff Ray & Son, has filed a petition in bankruptcy, listing assets at \$24,000 and liabilities at \$16,545.40.—C.

Manilla, Ind.—The engine at the elevator of the Rush-Shelby Grain Co. was wrecked when a cylinder gave way. The loss of \$500 was not covered by insurance.

Adams, Ind.—Fred McHenry, who recently resigned as manager of the Wm. Nading Grain Co., has withdrawn his resignation and will continue in the employ of the company.

Crawfordsville, Ind.—Newton Busenbark of the Busenbark Grain Co., which operates several elevators, has announced his candidacy as representative from Montgomery county on the Republican ticket.

Woodburn, Ind.—The plant of the Woodburn Equity Exchange was threatened by fire recently when corn husks which had blown along the side of the elevator from a pile of cobs near the cob house caught fire from a spark in some ashes that were being emptied. Fortunately the blaze was put under control.

Rising Sun, Ind.—W. T. Burns, owner of the City Mills, which includes an elevator, has sold his entire plant to a group of men who have incorporated under the laws of Ohio with a capital of \$50,000 under the name of the Sunrise Mfg. Co. Officers are: W. B. Harris, pres.; Mr. Burns, vice-pres.; V. W. Prather, sec'y; Chas. F. Falls, treas.

Vincennes, Ind.—The elevator of Paul Kuhn has been acquired by the George Rogers Clark Memorial Commission of Indiana. The elevator is on the site of old Fort Sackville and all the buildings on that ground are to be razed to make way for the restoration of the fort land as a part of the national celebration commemorating the victory of Clark 150 years ago. The appraisal for the elevator property was \$39,099.

IOWA

Iowa Falls, Ia.—The Farmers Co-op. Elvtr. Co. has installed a corn crusher.

New Vienna, Ia.—Vorwand Bros. will rebuild their flour mill which burned recently.

Bagley, Ia.—B. H. Erps is the local manager of the elevator of Davis Bros. & Potter.

Sheldon, Ia.—L. J. Button, who at one time owned a string of elevators in northwestern Iowa, died March 20.—T.

Peterson, Ia.—The Farmers Elvtr. & Supply Co. is giving its coal sheds a new coat of paint. Joe Sawyer is manager.—Art.

Bennett, Ia.—Hoyt E. Buttolph has bot the grain, coal and seed business of the Duvall Grain Co. and is now in charge.

Keokuk, Ia.—O. A. Talbott & Co. expect to rebuild their plant which burned several months ago. It is expected that bids will be called for in April.

Bedford, Ia.—Everett Townsend is now manager of the Farmers Union Elvtr. Co., succeeding Geo. Reece who resigned to devote his time to farming.

Shambaugh, Ia.—The elevator and mill which was recently deeded to Arch Hamm by the sheriff was formerly owned by the Farmers Mill & Elvtr. Co.

Van Horne, Ia.—The Iowa Builders Supply Co. of Cedar Rapids has bot the plant and business of the Farmers Co-op. Lumber Co. The purchase price was \$14,150.

Marsh, Ia.—The Marsh Elvtr. Co. incorporated; capital stock, \$9,000; H. C. Hill, pres.; Sidney Crawford, vice-pres.; Arthur Aronholt, sec'y; J. W. Crawford, treas.

Ralston, Ia.—The Farmers Elvtr. Co. has reduced its stock of merchandise and hereafter will handle only grain and coal. Clyde Nicholson will be the new manager after April 1.

Brighton, Ia.—My elevator, which burned recently, was the only one here. My age is against my rebuilding and I hardly think I will do so.—Henry Spillman, Brighton Mill & Elvtr. Co.

Norway, Ia.—C. W. Buchanan has been retained as manager of the Norway Grain Co. The company is considering installing lightning protection and making other improvements to its plant.

Truesdale, Ia.—Nick A. Schuver of Wagner, S. D., is now manager of the Truesdale Farmers Elvtr. & Shipping Ass'n, succeeding J. F. Barnes who has gone to Spencer to manage an oil station.

Waukegan, Ia.—Fred K. Chandler of Des Moines has bot the two warehouses of the Des Moines Elvtr. and equipped them for feed grinding. He also expects to install equipment for the mixing of molasses feed.

Oto, Ia.—The many friends of W. R. Rock, local grain dealer, are urging him to cast his hat in the ring for the nomination of sheriff for Woodbury county. So far he has made no formal announcement.—A. T.

Hedrick, Ia.—The Broadwell Lumber & Grain Co. has changed its name to the Jamison Lumber & Grain Co. The business is owned by R. I. and Mary S. Jamison, the former being manager for many years for the old company.

Bagley, Ia.—Davis Bros. & Potter purchased the Farmers Elvtr. Co.'s house on the C. M. & St. P. R. R. at receiver's sale for \$8,000 and will operate it. Failure was credited to over-bidding. Ben Erps will continue as manager for the new owners.

Pomeroy, Ia.—John Tjebben, ass't to O. C. Wickey, manager of the Pomeroy Co-op. Grain Co., had the misfortune of breaking two ribs when the bar slipped when closing a grain car door. He is confined to his home for a two weeks' stay.—Art Torkelson.

Beaver, Ia.—The Rohrer Grain Co.'s elevator was sold at sheriff's sale March 6 for \$6,500 to the Quaker Oats Co., who already had one elevator here and is now the only local elevator company. This failure is due to the giving of free storage and the rise of the market.

Colo, Ia.—The Lounsbury Grain Co.'s elevator and lumber yard on the C. & N. W. R. R. was sold at receiver's sale for about \$10,000 to the Northern Iowa Grain Co. of Mason City. Failure was credited to stretching his territory by buying grain at distant points and trucking it to his elevator.

Grand Junction, Ia.—Earl Beatty's elevator was sold at sheriff's sale for \$4,100 to the D. Milligan Co., who now own and operate both elevators. One is on the M. & St. L. Ry. and the other is on the C. & N. W. R. R. Mr. Beatty's failure was due to giving free storage and the rise of the market.

Council Bluffs, Ia.—Charges of contempt of court have been filed against the Trans-Mississippi Grain Co. and the Chicago, Rock Island & Pacific R. R. Co. for violation of an injunction issued a year ago restraining the defendants from permitting chaff and other refuse to escape from their elevator.

Clear Lake, Ia.—G. H. Jackman, who was manager of the Farmers Elvtr. Co. about a year ago, is now learning the ropes of an insurance man with the Grain Dealers National Mutual Fire Insurance Co. of Indianapolis. His territory will evidently be Iowa as connected to the western branch at Omaha.—Art Torkelson with Lamson Bros. & Co.

Hazelton, Ia.—The Hazelton Elvtr. Co. incorporated; capital stock, \$25,000, divided into non-assessable shares of \$100 each; to take over the business of the former Hazelton Farmers Co-op. Commission Co., which recently dissolved and asked for its charter to be taken up; S. G. Corcoran, pres.; Geo. Nibeck, vice-pres.; E. J. Sweeney, sec'y; J. N. Smith, treas.

KANSAS

Clay Center, Kan.—The plant of the Mid-Kansas Mill has been repaired.

Greenleaf, Kan.—The Greenleaf Mill & Elvtr. Co. has installed a J-B Feed Mill.

Jamestown, Kan.—The Hart-Bradshaw Grain & Lumber Co. has installed a truck scale.

Oketo, Kan.—The Oketo Mfg. & Elvtr. Co. has changed its name to the Oketo Elvtr. Co.

Preston, Kan.—The Preston Co-op. Grain & Mercantile Co. is erecting new gasoline storage tanks.

Quinter, Kan.—The elevator of the Robinson-Wyatt Grain Co. is being remodeled and new motors installed.

Lincoln, Kan.—The C. E. Robinson Elvtr. Co. has erected a warehouse at its local plant, also at Dresden and Clayton.

Salina, Kan.—C. E. Robinson, pres. of the Robinson Mfg. Co., is in Rochester, Minn., where he recently underwent an operation.

Turon, Kan.—Lorenzo Simon has leased the plant of the Farmers Elvtr. Co. This was formerly operated under lease by Chas. Jones.

Sharon, Kan.—The elevator that was destroyed by fire last September will not be rebuilt.—F. E. Nowak, mgr., Sharon Co-op. Grain Co.

Sharon Springs, Kan.—Vinc B. Kvasnicka, who has been manager of the Salina Produce Co.'s elevator for a number of years, has bot the elevator.

Wright, Kan.—The C. D. Jennings Grain Co. has sold its local elevator to the Larabee Flour Mills Corporation and bot elevators from that company at Macksville and Frederick, Kan.

Russell, Kan.—E. E. Lorenz has resigned as manager of the Shellabarger Mill & Elvtr. Co. and with his family will move to San Bernardino, Cal. Sigmund Steinert will succeed Mr. Lorenz.

Hutchinson, Kan.—The Consolidated Flour Mills Co. has announced its intention of moving its general offices to Wichita after May 6. This company has a line of 35 country elevators and four flour mills.

Densmore, Kan.—I own both an elevator and lumber yard. I have my lumber business under the name of the Home Lumber Co. and the grain business under the name of Densmore Grain Co.—G. J. Archer.

Salina, Kan.—H. D. Lee, 72, pres. of the H. D. Lee Flour Mfg. Co., which has a line of 12 elevators, died March 15 in San Antonio, Tex., where he was in an infirmary. Mr. Lee was also pres. of the H. D. Lee Mercantile Co.—P.

Girard, Kan.—The old Hitz Mill, which has been shut down for about four years, has been purchased by J. W. Boyd of the Boyd-Pate Grain Co., Joplin, Mo. It is reported that Mr. Boyd expects to do a transit business only with the plant.—Pittsburg Elvtr. Co.

Ellinwood, Kan.—The plant of the Ellinwood Mfg. Co., a farmer-owned concern, was closed down March 15. It is likely that the farmers will continue to operate a wheat station, but definite decision was made some time ago to shut the mill permanently. This company also operates an elevator at Silica, Kan.

Salina, Kan.—Our stockholders met in a special meeting March 7 and authorized the directors to form a new corporation and take bids on a terminal elevator of an ultimate size of 2,500,000 bus., the first unit to be built this year of approximately half that capacity. Bids will be asked for within the next few weeks, as soon as satisfactory trackage arrangements are secured from the four railroads entering Salina.—W. L. Shellabarger, sec'y, The Shellabarger Mills & Elvtr. Co.

Moline, Kan.—On March 10 we let a contract to Chalmers & Borton for the reconstruction of our elevator which burned last winter. The new elevator will be of studded construction, iron clad and of 8,000 bus. capacity. The latest type of machinery will be installed, including two Fairbanks-Morse Enclosed Motors, combination wagon and truck dump, two legs, 600-bu. sheller and cleaner, 4-bu. automatic scale and a Bowsher Mill and crusher. Work is now started and will be completed in 60 days. An improved distributor will also be included.—L. Wilson, manager, Farmers Mill & Supply Co.

KENTUCKY

Newport, Ky.—The malt plant of Geo. Wiedemann burned recently with a loss of \$100,000.

MARYLAND

Baltimore, Md.—G. Stewart Wise and Harvey C. Thomas have been elected members of the Chamber of Commerce.

Baltimore, Md.—Jacob W. Slagle, for many years a member of the Chamber of Commerce and for many years in the grain business, died March 11 at the age of 85 years.

Baltimore, Md.—At the regular monthly meeting of the Board of Directors of the Chamber of Commerce on March 12 all of the export elevators at this port were declared "regular."

MICHIGAN

Bedford, Mich.—The Bedford Mills have installed a new feed mill, cleaners and elevators.

Shelby, Mich.—The Oceana Canning Co. has opened the bean elevator formerly operated by the Lewellyn Bean Co. It has been idle for several years.

Owosso, Mich.—G. Archie Brown, local manager of the Lewellyn Bean Co., was found dead in his garage recently from carbon monoxide as poisoning.

Schoolcraft, Mich.—The firm name of Harvey & Stuart has been changed to that of Harvey, Stuart & Thomas, Walter J. Thomas recently buying an interest in the firm.

MINNESOTA

Slayton, Minn.—The R. E. Jones Co. has installed a hammer mill.

Pratt, Minn.—The E. E. Beckley Co. has installed a feed mill in its elevator.

Alpha, Minn.—The Farmers Co-op. Society will go out of the grain elevator business.

Upsala, Minn.—Wm Nelson has been retained as manager of the Farmers Co-op. Elvtr. Co.

Minneapolis, Minn.—Frank P. Heffelfinger of Duluth has bot a membership in the Chamber of Commerce.

Duluth, Minn.—The Itasca Elvtr. Co., whose office is located here and whose elevator is at Superior, Wis., has renewed articles of incorporation for another 30 years.

Edgerton, Minn.—The Fleischman Malting Co. is installing a mill at its local elevator. The company will also install mills at its plants at Okabena and Minnesota Lake.

Barnesville, Minn.—I have sold my elevator to the Farmers Elvtr. Co., which is moving alongside its elevator, which will give the Farmers more capacity.—F. E. Diemer.

Cosmos, Minn.—The new elevator recently erected by C. A. Bunyan of Hutchinson was delayed from opening by a temporary order restraining the power company from furnishing electricity to Cosmos.

Minneapolis, Minn.—The Haertel Co., Inc., is the new name of firm which until March 15 was the Haertel-Phelps Co. Officers are W. G. Haertel, pres.; G. A. Haertel, vice-pres.; Ray E. Haertel, treas.; R. Opsal, sec'y-mgr.

Moorhead, Minn.—The Farmers Elvtr. Co. has let a contract to the Hickok Construction Co. to build an addition to its plant. The new addition will increase storage and provide additional facilities for the cleaning of small seeds. There will also be an extension of the warehouse. Work will start in April.

Richville, Minn.—Louis Kruger had been operating the elevator which burned for the past two years. The house was a total loss. The fire started in the top of the house. One car of damaged grain was saved. I do not think the plant will be rebuilt. There is no elevator here and one is needed.—T. E. Kaiser. (The elevator which burned was owned by the Atlantic Elvtr. Co. and was formerly operated under lease by Mr. Kaiser.)

Minneapolis, Minn.—Creditors of the H. Poehner Co. have been notified by the court to show cause at a special term on March 31 why all matters connected therewith should not be approved by the court as recommended by the receiver and also as to whether they have a preference as to the sale at public auction of the remaining assets of said receivership or the retention thereof by the receiver to close the same out as the market will afford.

Minneapolis, Minn.—Van Dusen Harrington, Inc., was formed to take over the stock of the Van Dusen Harrington Co. Our business will be handled the same as it has always been. One of the principal reasons for financing was to give those connected with the company the opportunity of owning some of its stock, all of which up to this time has been in control of Mr. Harrington and Mr. Van Dusen.—W. G. Hudson, pres., Van Dusen Harrington Co.

MISSOURI

Weston, Mo.—W. M. Hall of Oregon has bot the grain and coal business of M. S. Hardesty.

Salisbury, Mo.—R. T. Copeland has succeeded J. J. Leach as manager of the Farmers Elvtr. Co.

Hamilton, Mo.—The Farmers Produce & Grain Co. is installing a hammer mill and a 40-h.p. motor.

Smithville, Mo.—Willie and Grover Lingenfelter have bot the grain business of Brooks & Williams.

Waldo, Mo.—The Waldo Grain Co. incorporated; capital stock, \$25,000; by F. F. Bushmeyer.—P.

Perryville, Mo.—Chas. E. Cashion is now manager of the Perry County Co-op. Warehouse and Elvtr. Ass'n.

Kansas City, Mo.—Wm. J. McNeil, who was formerly with Nye & Jenks Grain Co., is now with the Russell Grain Co.

Webb City, Mo.—Geo. W. Ball, 68 years old, pres. of the Ball & Gunning Mlg. Co., died March 19. Death was due to pneumonia.—P.

Kansas City, Mo.—After 21 years with B. C. Christopher & Co., and 10 years with Blaker & Corbin Grain Co., I have again entered business in my own name.—F. M. Corbin.

Kansas City, Mo.—Harvey J. Owens has applied for membership in the Board of Trade on transfer from E. L. Foulke, the consideration being \$8,000, including the transfer fee.

Richmond, Mo.—The plant of the Seward Grain Co., which was closed for a few days following the death of the owner, Luke W. Seward, has reopened with H. P. Seward of Hardin, brother of the former, in charge.

Kansas City, Mo.—Grain men and millers have subscribed to a fund to maintain a news bureau for news of grain and milling interests in this territory. It will be called the Grain Belt News Bureau and be under the management of Frank M. Stoll with offices in the Board of Trade Bldg.

Chilhowee, Mo.—Dennis Day of Lees Summit has bot the local plant of the Clinton Grain & Elvtr. Co. and will operate it as the Day Elvtr. Co. C. E. Atchison, who has been in charge of the elevator for many years, will be retained as manager. The plant of the Clinton Grain & Mlg. Co. at Clinton burned recently and the company will not rebuild, so decided to sell the local plant.

Charleston, Mo.—Two forged checks issued on the Charleston Cotton & Grain Co. were received by the local bank March 20. In both instances an indorsement of a local firm was forged in order to waive identification. One had been cashed at Carbondale, Ill., and one at Columbia, Mo. Fifteen blank checks were recently stolen from the check book of the Charleston Cotton & Grain Co.—P.

ST. LOUIS LETTER.

Theophilus Conzelman, a member of the Merchants Exchange for many years, died recently.

Henry J. Fehr, aged 49, manager of the Producers Grain Commission Co., died recently of pneumonia.

J. M. Hawkins, formerly in the grain trade, has been made supt. of the Brooklyn Street Elvtr., recently acquired by the Plant Flour Mills Co.

August F. W. Lehrmann, organizer and pres. of the Lehrmann Mlg. & Grain Co., died March 11 after a two weeks' illness. He was 66 years old. The deceased and his brother came to St. Louis in 1880 and organized the Lehrmann Bros. Hay & Grain Co., the name of which was later changed to the present title.—P.

ST. JOSEPH LETTER.

The trading room of the Grain Exchange was recently redecorated.

Paul Priestley has been elected to membership in the Grain Exchange on transfer from membership formerly held by Marshall Hall Grain Co. He will represent the Famo Feed Milling Co., a new concern located in South St. Joseph. This company is operating but has not yet completed its elevator for service in conjunction with other facilities.

C. J. Gundelfinger, sec'y of Kellogg-Huff Commission Co., has been elected to membership in the Grain Exchange on transfer from Thomas Southard. He will represent his firm in an office which is being opened at St. Joseph. Kellogg-Huff Commission Co. was incorporated in St. Louis in 1920, and the officers are: W. L. Malkemus, pres.; A. J. Schulte, vice-pres.; E. W. Lorch, treas.; C. J. Gundelfinger, sec'y.

MONTANA

Hobson, Mont.—M. M. Moser is now manager of the Equity Co-op. Ass'n, succeeding R. Dae Woods.

Culbertson, Mont.—The Farmers Elvtr. Co. plans to raise its elevator 10 ft. and install head drives and motors.—Louis Peterson, mgr.

Wolf Point, Mont.—The Montana Grain Dealers Ass'n will meet here June 18-19. T. J. Larson of Outlook is pres. of this organization.

Craver (Springtime p. o.), Mont.—Mail addressed to H. S. Anderson, formerly agent of the Montana & Dakota Grain Co., has been returned marked "No longer located here."

NEBRASKA

Omaha, Neb.—John Jacobson recently bot a membership in the Grain Exchange.

Cozad, Neb.—The Feeders Supply Co. is converting its grinding plant into a flour mill.

Ragan, Neb.—We have installed a 10-h.p. electric motor in our elevator.—Albert Anderson, mgr., Farmers Co-op. Ass'n.

Central City, Neb.—The T. B. Hord Grain Co. has let a contract for having its entire line of elevators equipped with lightning protection.

Crete, Neb.—The Crete Mills are planning additional grain storage, a new office and warehouse building and the addition of a molasses feed mill.

Mapps (Benedict p. o.), Neb.—E. O. Stone has bot the local elevator from Geo. Lunney. This was formerly operated by the Farmers Elvtr. Co.

Omaha, Neb.—Plans are being drawn for a 1,000,000-bu. storage addition for the Illinois Central Elvtr., which is operated by the Crowell Elvtr. Co.

Polk, Neb.—I am now manager of the Hord Elvtr. Co.—W. J. Newton. (Mr. Newton was formerly agent for the W. D. Barstow Grain Co. at Arcadia.)

Albion, Neb.—F. H. McVicker will manage the elevator which the Cherney-Watson Lumber Co. of North Bend recently bot from the Nye-Jenks Grain Co.

Pawnee City, Neb.—Roland F. Ireland Grain Co. has bot the property of the Potts & Small Grain Co. The elevator will be used to store carload shipments of feed.

Virginia, Neb.—The old frame elevator of the Farmers Co-op. Co. is being wrecked. A modern fireproof elevator has been erected just west of the old plant and is now in use.—P.

Omaha, Neb.—Work on the old Holmquist Elvtr., which has been going on since last July at a cost of \$500,000, has been completed. The house is owned by the Missouri Pacific R. R. It now has a capacity of 1,500,000 bus.

Hastings, Neb.—T. C. Dunn, former manager of the futures department of Goffe & Carkener's local office, has now assumed full management, taking the place of R. T. Browne, who resigned to become branch manager for the Simonds-Shields-Lonsdale Grain Co.

College View, Neb.—The grain elevator of Breslow Bros. burned about 5:45 p. m., March 15. The loss is estimated at \$20,000, including 10,000 bus. of wheat, corn, oats and mixed grain. It was partially insured. The plant had closed down at five o'clock that evening. Local authorities have advanced the theories of defective wiring or spontaneous combustion.

NEW ENGLAND

Boston, Mass.—John H. Gilmore of the firm of Gilmore, Smith & Co. and a member of the Chamber of Commerce for many years, died March 7 at his home in Chelsea, Mass.

Boston, Mass.—Work is progressing on alterations in the trading rooms of the Grain & Flour Exchange to meet requirements of the affiliation of the Curb Exchange with the Grain Exchange.

NEW YORK

Clinton, N. Y.—W. H. Morse & Sons Co., Inc., incorporated; capital stock, \$20,000; by Wm. H., Howard and Wm. M. Morse and O. Gregory Burns.

New York, N. Y.—Brandt & Quain is a new grain brokerage firm organized to continue the business formerly conducted under the name of Robert G. Brandt.

New York, N. Y.—Prices of memberships in the Produce Exchange advanced recently from the \$6,900 of the previous week to \$7,200. Associate memberships sold at \$4,500.

New York, N. Y.—John Melady, pres. of the Melady Grain Co., has bot the estate known as "Elderslie" at Briarcliffe Manor. The property is near the estate of John D. Rockefeller.

New York, N. Y.—The following have applied for membership in the Produce Exchange: John E. Greenia, Aaron M. Goodman, Francis M. Weld, L. L. Grumet, Edward M. Hamlin, F. D. Oshmann, Isadore Weil and Alfred J. Lane.

Buffalo, N. Y.—The International Mfg. Co. has awarded a contract to the Jones-Hettelsater Construction Co. for an addition to its concrete elevator, which will give the company a total storage of 2,300,000 bus. The addition will be built at the north end of the elevators.

Oswego, N. Y.—There was a small amount of grain received at the Oswego Elvtr. during the season and this grain is now in storage. About 27,000 bus. of New York State wheat and about 77,000 bus. of Canadian wheat were placed in the elevator.—Department of Public Works, State of New York.

Buffalo, N. Y.—Holders of mortgages on the Dakota and the Great Eastern Elevators on Mar. 19 announced a plan to organize the Buffalo Elevators, Inc., to take over both properties and issue two new general mortgages, a first mortgage, \$1,575,000 of preferred stock and 5,000 shares of no par stock, the bonds to be distributed to present holders and the \$350,000 cash raised to be applied on back taxes amounting to \$111,249, receivership expenses, and repairs to the Dakota costing \$15,000, and to the Great Eastern costing \$75,000.

Brooklyn, N. Y.—There were unloaded at the Gowanus elevator this season 11,821,360 bus. of grain, and were loaded out 11,744,240 bus. The earnings of the elevator for the calendar year were \$191,525.88. The payroll amounted to \$120,923.95 and the maintenance and operation expenses to \$29,521.51, making the total cost of operation \$150,445.46. A contract has been awarded and work will soon be in progress on the installation of pneumatic grain handling equipment. This is designed to handle not less than 1,000 bus. of wet grain per hr. and not less than 5,000 bus. of dry grain per hr. It will transfer the wet grain from boats into the drier for reconditioning and it will also serve as a supplementary unloading unit for dry grain. It will, nevertheless, unload a boat in a reasonable time. There are many times during the busy season when this additional unloading facility will expedite the turn-around of boats.—Department of Public Works, State of New York.

NORTH DAKOTA

Dogden, N. D.—The name of this post office has been changed to Butte, N. D. There are four grain elevators here.

Eldridge, N. D.—The Farmers Union is considering establishing a terminal. It expects to either buy or build an elevator.

Blanchard, N. D.—The Monarch Elvtr. Co. is wrecking its house, having bot the elevator of the Equity Co-op. Exchange which will be operated.

Steele, N. D.—The stockholders of the Farmers Union Elvtr. recently voted to take over and manage the Independent Oil Co. It has not been decided whether it will be conducted in connection with the elevator or separately.

Mott, N. D.—L. V. Duncanson, E. H. Trousdale, H. P. Jacobsen and R. E. Trousdale are officers of the Mott Mill & Elvtr. Co., a new corporation. The company has bot the Stewart mill and elevator and has contracted for a new \$3,500 feed mill.

OHIO

Rochester, O.—Addison Lance is now manager of the Farmers Elvtr. Co.

Ashville, O.—H. M. Crites of Circleville expects to build an elevator here.

Ashville, O.—The Ashville Grain Co. has installed a weightograph on its scales.

Cedarville, O.—Harry Lewis has been retained as manager of the Farmers Grain Co.

Columbus, O.—The annual meeting of the Ohio Millers State Ass'n will be held here April 18-19.

Toledo, O.—Joe P. Lackey has applied for membership in the Produce Exchange.

Waldo, O.—The Waldo Feed & Supply Co. has installed a Bauer 40-h.p. Direct Connected Hammer Mill.

Pickerington, O.—We have installed a 30-h.p. Bauer Direct Connected Hammer Mill.—Herbert Wooley, mgr.

Delphos, O.—Spontaneous combustion in shelled corn is given as the cause of a small loss to the plant of the Garman Grain Co. on March 17.

Elery, O.—The Farmers Grain & Stock Co. has installed a double end attrition mill and crusher furnished by the Sidney Grain Machinery Co.

Mechanicsburg, O.—O. M. Scott & Son are installing large conveying equipment to handle beans. The Sidney Grain Machinery Co. has the contract.

Williamstown, O.—C. B. Hammond of Mt. Blanchard, formerly manager of the Mt. Blanchard Co-op. Co., has bot the property of the Williamstown Elvtr. Co., which made an assignment of its property some time ago.

Walhonding, O.—The Walhonding Elvtr. Co. incorporated; capital stock, \$20,000; to operate a grain elevator and flour mill and to deal in grain, seed and other farm products; by Wm. Lapp, Henry C. Miller and Wm. Spurgeon.

Sidney, O.—An annual convention of the Miami Valley Grain Dealers Ass'n is planned that will far outshine the long-lived praises of the June festival of last year. The com'te in charge is planning on twice the attendance, that would be 250, and three times as much fun.—Joe M. Bell, Chairman of the Balloon Blowing Com'te, etc.

Fostoria, O.—The fire originating in our drier last month was caused from light stuff at the last end of the drying catching fire and going over into the cooling unit before it was discovered. It did not amount to anything particular except that it was in the top of the cooling unit which is about 35 ft. high and the hopper over the cooler is close to the ceiling, making it difficult to get at it. We decided to bring the fire department down rather than take any chances on its causing additional damage. The only loss was a little charred grain and 3 or 4 hours' delay in use of the drier. In drawing grain down thru a drier or bin the light stuff always comes out last and as the metal gets quite hot and the chaff does not flow freely it sometimes starts a coal and with the heavy blast of air soon fans it into a flame.—A. T. Ward, Fostoria Transfer & Storage Elvtr.

OKLAHOMA

Stillwater, Okla.—Mr. Estes, formerly of Lindsay, has bot the Stillwater Cotton & Grain Co. from W. A. Thompson and son, Paul Thompson.

Custer City, Okla.—The company is opening a wholesale flour and feed house at Abilene, Tex., and is sending me there.—R. A. Jackman, agt., Leger Mill Co.

Durant, Okla.—It is believed that the fire which destroyed the office building of the Durant Mfg. Co. recently was caused by a careless smoker as there was no heating equipment of any kind in the office.

Thomas, Okla.—The Thomas Mfg. Co. has completed plans for building a 50,000-bu. elevator. New machinery will also be installed in the mill. Owners of the company are John D. Garner, Roy Frymire and Dr. T. A. Jones.

Enid, Okla.—A two-day session of the Farmers' Co-operative Grain Dealers' Ass'n has just closed here. Paul Peeler of Elk City was re-elected president and J. W. Murphy of Enid was again chosen secretary. A resolution was adopted protesting against the trade treaty between the United States and Cuba in regard to tariffs and mailed to all Oklahoma congressmen and senators.

Enid, Okla.—Annual conventions of the Grain Dealers, Millers and Coal Dealers Ass'ns of Oklahoma are to be held at Enid, Friday and Saturday, May 18 and 19. The dates chosen are made so as to conform with those of the Kansas and Texas conventions in one trip. The Kansas Grain Dealers Ass'n meets at Dodge City, Kan., on May 15 and 16; the Oklahoma convention on May 18 and 19, and the Texas Grain Dealers convention on May 21 and 22 at Fort Worth, Tex.

El Reno, Okla.—Our plant which burned will be rebuilt practically the same as it was and will be ready for the coming crop. The warehouse and feed mill will be ready for business before then.—N. Kroeker, pres. and mgr., Farmers Mill & Grain Co.

Enid, Okla.—The Pillsbury Mfg. Co. of Minneapolis will invest approximately \$1,000,000 in a mill and elevator at Enid. The elevator will have a capacity of 1,000,000 bus. and the flour mill will be capable of producing from 3,500 to 5,000 bbls. of flour daily. It will be Oklahoma's largest mill and elevator. The Pillsbury company has 1,300 ft. along the railroads at Enid. It has trackage on the Rock Island, Santa Fe and Frisco, which operate 10 lines out of Enid.—Chamber of Commerce.

OREGON

North Powder, Ore.—North Powder M. & M. Co., Inc., intends to improve its plant this spring.

Portland, Ore.—The Nissho Co., Ltd., with headquarters in Kobe, Japan, has taken over the business of Suzuki & Co.

Haines, Ore.—The elevator and grain warehouse of E. W. Hearing burned recently with a loss of \$50,000, part of which was covered by insurance.

Portland, Ore.—R. B. Wilcox has received the Order of the Crown of Roumania from that government. He was pres. of the Chamber of Commerce at the time of Queen Marie's visit a year ago.

Portland, Ore.—Expansion of the facilities at the municipal grain elevator, terminal No. 4, authorized by the Commission of Public Docks, will speed up the loading out of parcel lots of wheat by 50%. Changes in the belting system, new drive, new separator attachment, and two additional washers have been provided for at a cost of \$50,000.

PENNSYLVANIA

Kirby, Pa.—W. P. Cowell has opened a grain and feed warehouse.

SOUTH DAKOTA

Garretson, S. D.—The Farmers Co-op. Grain & Supply Co. will build a 28x48 ft. warehouse.

Woolsey, S. D.—Geo. P. Sexauer & Son will build new coal sheds at their local plant, the work to be done by the T. E. Ibberson Co.

White Butte, S. D.—The elevator of the Western Lumber & Grain Co. burned recently with all its contents. It is understood that it will be rebuilt at once.

Betts (Mt. Vernon p. o.), S. D.—The Farmers Union Co. has not decided whether or not to build a new elevator to replace the one which burned in December.

Miller, S. D.—Geo. P. Sexauer & Son will build a 10-bin coal shed which will be iron clad. New iron roofs will also be put on their elevator. The T. E. Ibberson Co. has the contract.

Whitewood, S. D.—The Tri-State Mfg. Co. will build an up-to-date grain elevator to replace the one which burned last summer belonging to the Whitewood Mfg. Co. The Tri-State company recently bot this site from the Whitewood company.

Faulton, S. D.—The Farmers Elvtr. Co. of Miranda, which recently bot the implement business of P. A. Christensen, is now in control. Carl Deady has charge of the implement business here and Chester Deiter at Miranda. Floyd Tanner, manager of the company, will divide his energies between the two places.

Irene, S. D.—The collapse of the Riley-Arneson Co.'s elvtr. recently was due to the foundation posts giving way. The crash and thud of the main elevator coming to the ground made a loud noise like an explosion and raised the 30 years' accumulation of dust all around the elevator. The foundation was in bad need of repairs last year and a local contractor was employed last fall to do the job. It is supposed that the repairs were insufficient. The house had been in operation until 6 p. m. on the day of the wreck and was heavily loaded with grain. A substantial new foundation of concrete has since been placed under the house by the Younglove Construction Co. The superstructure was not damaged and all the grain was taken out without loss.

SOUTHEAST

Henderson, N. C.—The Henderson Feed Mills, inc., capital stock, \$100,000; by J. S. Evans and A. S. Bugg.—P.

Lewisburg, W. Va.—The Farmers Service Co. incorporated; capital stock, \$25,000; to engage in a general milling business; by J. B. Sydenstricker, Ross H. Tuckwiller and J. D. Arbuckle.

TENNESSEE

Memphis, Tenn.—A. E. Grissom has been elected to membership in the Merchants Exchange.

Memphis, Tenn.—Andrew J. Donelson & Co. have moved their offices to the Court Square Bldg., adjoining the Merchants Exchange.

Memphis, Tenn.—F. W. Brode, who helped organize the Merchants Exchange in 1883, has been made an honorary life member of the organization.

Nashville, Tenn.—The Gillette Grain Co. has awarded a contract to the Stevens Engineering & Construction Co. for a workhouse and storage annex of 350,000 bus. The Webster Manufacturing Co. was awarded the contract for the furnishing and installation of machinery.

Mt. Pleasant, Tenn.—The Maury Mfg. Co. has been successful in an appeal contesting payment of income tax on \$10,000 used to increase the company's capital assets and expended in remodeling one building and reconstructing another that was burned. The case was won before the United States board of tax appeals and saved the company \$475. This firm operates an elevator.

TEXAS

Corsicana, Tex.—The Quality Grain & Flour Co. has installed feed grinding equipment.

Floydada, Tex.—Have just taken over an elevator here.—C. W. Boothe, Boothe Bros.

South Plains, Tex.—The town name and post office name of South Plains has been changed Tarzan, Tex.

Silverton, Tex.—The U. S. Strader Grain Co. of Amarillo is considering building a grain elevator in Silverton.

Fort Worth, Tex.—Stokes & Kitching, Inc., a new firm here, has applied for membership in the Grain Dealers National Ass'n.

Houston, Tex.—The Houston Brokerage Co. has opened an office in the Bankers Mortgage Bldg. for the handling of grain and hay.

Fort Worth, Tex.—An amendment has been granted to the Fort Worth Elevators & Warehousing Co., with paid up capital of \$1,500,000, which new concern will take over our public storage and handling business thru our old 5,000,000-bu. capacity Rock Island and Katy fireproof elevators and warehouses in Fort Worth. At the same time charter was granted to the Smith-Ingraham Grain Co., with capital stock of \$600,000, which firm will take over our old firm's cash grain, feedstuffs and field seeds business. The officers of the two new concerns are Jule G. Smith, pres.; Wilton P. Ingraham, vice-pres. and treas.; Jule B. Smith, vice-pres. and sec'y; George C. Ingraham, ass't sec'y and treas.—Smith-Ingraham Grain Co., Fort Worth Elevators & Warehousing Co.

Texas City, Tex.—The Texas City Terminal Railway Co. will improve and enlarge its elevator which is known as the Export Elevator.

San Angelo, Tex.—The San Angelo Grain Co. has let a contract for the erection of a \$25,000 warehouse and office which will be completed by June 1.

S. C. Marrs of Slaton, the Barefield Grain Co. of Amarillo and the Exchange Commission Co. of Fort Worth have been admitted to membership in the Texas Grain Dealers Ass'n.—H. B. Dorsey, sec'y.

WASHINGTON

Tacoma, Wash.—We have a program under way looking towards providing bulk grain facilities in Tacoma. The matter is in an investigating period right now, and we hope something tangible will be offered in the near future. We expect to follow this up aggressively.—T. A. Stevenson, sec'y-mgr., Chamber of Commerce.

WISCONSIN

Tomah, Wis.—H. J. Skinner has resigned as manager of the Farmers Co-op. Elevator.

Mauston, Wis.—P. D. Curran, aged 66, a member of the firm of Curran Bros., died recently from a heart attack.

Eagle, Wis.—O. C. Ratzlow has resigned as manager of the elevator of Dadum Bros. and will move to Roscoe, Ill., where he will engage in the mercantile business.

MILWAUKEE LETTER

Chas. Knowles, aged 64, died March 14 at his home in Portland, Ore. He was well known to the local grain trade for in his early years he was connected with his father's firm, the George Knowles Grain Co.

The primary election of candidates for offices to be filled at the annual election of the Chamber of Commerce, which had been set for March 24, was not held, as the nominees proposed at the caucus do not number more than two for each office, and a primary was therefore unnecessary.

The board of directors of the Chamber of Commerce at the meeting on March 13 rescinded the privilege of firm membership to Jackson Bros. & Co. at their request, and granted such privilege to Jackson Bros., Boesel & Co.; fixed the annual dues for the fiscal year beginning April 2, 1928, at \$125, payable in equal semi-annual installments, with an additional \$5 on each installment if not paid within 30 days; reappointed J. L. Bowlus as manager of the transportation department.

Names of members of the Chamber of Commerce proposed at the annual caucus Saturday, March 17, as candidates for offices to be filled at the annual election on April 2: A. L. Johnstone, pres.; A. L. Flanagan, first vice-pres.; E. LaBudde, second vice-pres.; H. A. Plumb, sec'y-treas.; Josef Mueller, A. L. Jacobs, P. P. Donahue, M. H. Kieser, L. R. Fyfe, directors; Wm. Eliteneir, John C. Hensey, F. J. Phelan, Kurt Kanowsky, Carl A. Houlton, Chas. F. Coughlin, board of arbitration, regular term; Roy I. Campbell, Jas. Lawrie, board of arbitration, unexpired term; Thos. M. Corcoran, S. G. Courteen, board of appeals.

WYOMING

Veteran, Wyo.—The Veteran Grain & Lumber Co. is considering building a new elevator.

Jas. D. Tew Now President of Goodrich Rubber Co.

James D. Tew was recently placed in charge of all sales divisions of the Company and at a special meeting of the Board of Directors he was made President of the B. F. Goodrich Rubber Co.

Although Mr. Tew has long been recognized as an expert on rubber manufacturing, he also has taken an interest in all divisions of the organization pertaining to sales, and in recent years he has taken an active part in the selling and merchandizing programs of the Company.

Few men in the rubber industry have made a more comprehensive research into its problems than James D. Tew. He is admitted to be a leading authority on every phase of the business—from the production of belting, tires and the thousands of other rubber products which Goodrich manufactures, to their distribution and retail sales outlets.

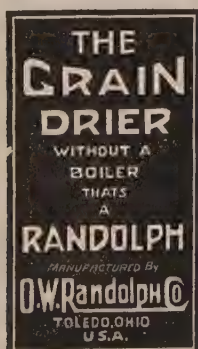
Mr. Tew began in the Goodrich factory at Akron in 1906. Twelve years later he was Superintendent of the Tire Division of the entire plant. 1925 found him Assistant Works Manager and a year later he was advanced to the position of Works Manager. Soon after attaining this position he was elected to the Board of Directors of the Company and in October, 1927, he was elected to the office of First Vice-President.

James D. Tew was born in Jamestown, N. Y., May 2, 1882. He prepared for college in the Jamestown schools and later at St. Paul's, Concord, N. H. In the fall of 1901 he entered Harvard University and was graduated with the degree of Bachelor of Science in Mining.

Other promotions were made in the Goodrich Company as follows: C. E. Cook to General Manager of Sales, Mechanical, Footwear and Druggists' Sundries Division; H. C. Miller to General Manager of Tire Sales, Automotive Division; L. A. McQueen to General Manager of Tire Sales, Dealers' and Distributors' Division.



James D. Tew, now President of Goodrich Rubber Co.



Northwestern Elevator, Fort William, Ontario.
3,500,000 bushels capacity.

This plant is equipped with a Randolph Direct Heat Grain Drier

Supply Trade

The man who has some things to sell
And whispers of it down a well,
Is not as apt to get the dollars
As he who climbs a tree and hollers!

Leavenworth, Kan.—A. H. Van Duzee, for the past 43 years engineer for the Great Western Mfg. Co., died March 16 at the age of 76.

Chicago, Ill.—Officials of Fairbanks-Morse & Co. are optimistic over the outlook for 1928, declaring that orders received in the first eleven weeks amounted to \$6,862,022, an increase of more than 17 per cent over the same period last year.

Chicago, Ill.—The Hess Warming & Ventilating Co. has recently shipped 6 driers to the Argentine Republic. The Hess Warming & Ventilating Company reports sales of twelve driers for export to the Argentine since the 1st of the year. It appears that the Argentine grain men are preparing to handle a very wet crop of corn which is just now coming in the market.

Milwaukee, Wis.—Allis-Chalmers Mfg. Co. announces the appointment of R. T. Stafford, formerly district manager of the Seattle office, as assistant manager of the electrical department in charge of sales and engineering at Pittsburgh Transformer Works. John Alberts of Seattle office has been appointed district manager, succeeding Mr. Stafford. The Seattle district embraces the States of Washington and Oregon, having a branch office located at Portland.

Engineer Has Big Opportunity in Business World.

The opportunities for the engineer in business are greater today than ever before, according to W. S. Hovey, President of Fairbanks Morse & Co., who spoke on "The Engineer's Part in Business" before the Chicago Section, American Society of Mechanical Engineers as a part of the Midwest Power Conference program in Chicago. In order to take advantage of these opportunities, however, Mr. Hovey pointed out that the engineer of today must be commercially minded.

While this is true in all lines of business endeavor, it is particularly true, according to Mr. Hovey, in connection with the manufacture, distribution and use of specialized products for industry. The trend today in manufacturing and selling, he said, is based entirely on the needs of the customer. It is, therefore, more important to supply what the customer needs than what the manufacturer has to sell. It is here that the modern engineer takes his place in both production and sales.

Modern business, stated Mr. Hovey, is not only depending more and more on the engineer to analyze the requirements of the customer, but is also calling on him to help increase the profits in business. Competition is so keen that the waste and loss of a few years ago is the profit of today. The engineer, through a careful study of production methods and the elimination of waste, has been able to reduce the amount of material entering into products without in any way decreasing the quality or the factor of safety. The engineer in this respect must be a broad gauge miser.

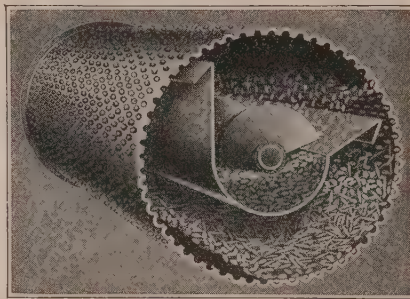
To produce results which would be beneficial to business, Mr. Hovey suggested that the engineer must have the ability to cooperate. He must be willing to work with men and to take suggestions whether these suggestions come from the workman in the shop or from an official in the organization. The struggle for improvements in design, in production and in the use of equipment is greater than ever before. And behind all of this constant strug-

gle, is the motive of service to the customer, and in so serving to bring a reasonable compensation to the stockholders from the investment in the business.

Bureaucratic Market Opinions.

In spite of the Senate investigation of market opinions issuing from the Department of Agriculture in Washington, the March price report given out by the Department is said to express quite definite opinions. Of course the theory on which the department justifies such opinions is that there should be made available to farmers in particular and to the public incidentally, some thoroly unprejudiced advice based on all available data; such as is gathered by the various executive departments of the U. S. government. With this general theory we have no complaint.

The great trouble with opinions issuing from governmental sources is that they are considered as something more than human expressions and are often given greater weight than their soundness justifies. They too often are based purely on formulas and statistics and often neglect the psychological element and the technical market position. They are consequently as often wrong as are the opinions of those who overestimate the factors which bureaucratic opinions are likely to underestimate or entirely disregard.—L. F. Gates of Lamson Bros. & Co.



End View of Cylinder.

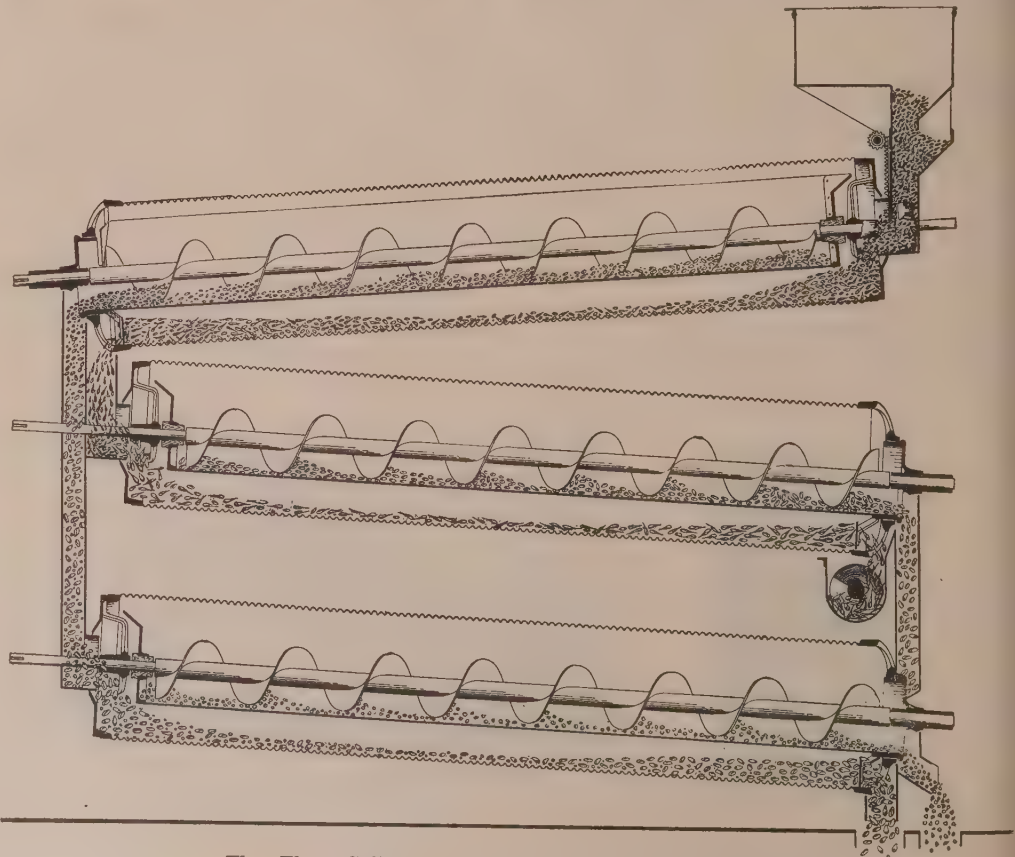
A New Grain Cleaning System.

Scarcely three years ago the Emerson Cylinder Grain Separator was placed upon the market by the Twin City Separator Company. Its makers write that the very first machine has been in operation daily giving excellent service, and the better than 700 Emersons that have followed this machine are doing a real job of grain cleaning, grading, and separating, making countless friends. The Emerson Cylinder Grain Separators are designed particularly to meet the needs of the entire grain trade. The commercial grain trade's demand for grain cleaning equipment varies considerably according to location and market requirements. Grain men everywhere demand a standard grain cleaning equipment with flexibility sufficient to answer the varying requirements of the trade.

The Emerson is a new system of grain cleaning and is said to be basically different from any other cylinder system of grain cleaning heretofore employed. It is a combination machine that will separate oats, barley, cockle and other fine seeds from wheat, oats, barley and rye.

The manufacturers of the Emerson Cylinder Separator claim that with their system the standard equipment of cylinders furnished with the machine will clean not only spring wheat, winter wheat, durum, rye, and barley, and grade oats at the same time as the seeds and chaff are removed. The same standard equipment is said to do satisfactory work in a commercial elevator under conditions as they exist in the Dakotas, is also working satisfactory on cleaning rice in Alabama, or oat groats from oat hulls in Texas and Illinois, and is separating oats from barley in barley plants and malting houses wherever located, as well as giving satisfaction in seed houses and flour mills all over the country. Its great flexibility as a grain cleaner is conceded.

The Emerson Cylinder System employs a series of three cylinders to complete a cleaning unit. Each one of the three cylinders has different size indents or pockets completing the work of separating oats and barley from wheat, and cockle and seeds from wheat in one operation. Furthermore, it is interesting to



The Three-Cylinder System of the Emerson Cleaner.

note that this same equipment will separate oats from barley, oats from rye, as well as the seeds from these grains, grading the oats or seed or for market purposes.

The Emerson System of grain cleaning is also equipped with an aspirator and a straw calping attachment which thoroughly aspirates and scalps the grain before it enters the cylinders. The Emerson Cylinder Separator takes the grain just as it comes into the plant, and in one operation aspirates, scalps, cleans, separates, and grades the grain to the fine point of perfection as the operator demands. The cylinders of the Emerson revolve at great speed. The swiftly moving cylinders cause a centrifugal force to be applied to the grain in such a manner that a weight separation can be made according to any difference in weight that may exist in the material being cleaned, as well as the size of the pockets making a separation according to any difference in length of the material being cleaned.

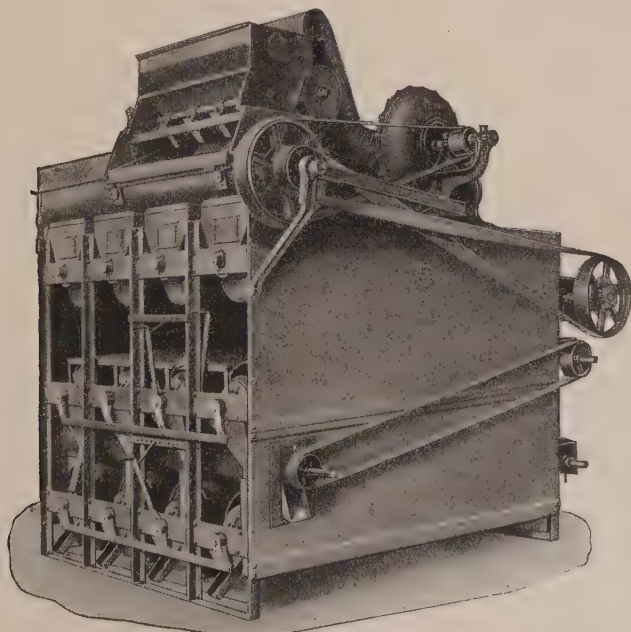
The Emerson is made in five different sizes, one, two, three, four and five unit design. The power requirements of the Emerson are said to be small. A unit will handle an average of 25 to 150 bus. of wheat per hour, from 75 to 100 bus. of barley and rye per hour, and requires only 1 H. P. per unit operated.

Fewer Leaking Cars Received at Minneapolis.

There has been a decided improvement in car conditions during the last couple of years. In consulting our bad order car record for last year, I find that out of the 97,119 cars of grain received at Minneapolis only 5,515 cars arrived in leaky condition, divided as follows: 2,569 leaky grain doors, 759 leaky ends, 1,999 leaky sides, 420 leaky bottoms; total leaks 5,747. (Some cars had two leaks.)

During the war when all kinds of cars were used in the northwest for carrying grain, the percentage of leaky cars was over sixteen percent, while today it is less than six percent. The capacity of the cars has been nearly doubled. The average carload of grain in 1901 was 808 bushels per car, while the average carload of grain for 1927 was 1514 bushels per car.—Weighmaster P. P. Quist.

Another \$10,000,000 is asked by the corn farmers of the Bluffton (Indiana) territory for eradicating the corn borer, in a resolution sent to Congress. A rich bonus for the corn growers of a single county.



Exterior View of the Emerson Cylinder Separator.

Guard for Moving Machinery.

An easy way to make a neat and substantial guard for machinery to prevent injury to persons having occasion to pass near by is the use of Page chain link fencing fabric. The fabric, as shown in the engraving, is installed on a framework of pipe, to shield employes from a motor or generator.

Guards of this character for moving machin-



Home Made Guard for Machinery.

ery are appreciated by the employers not only because of the positive protection afforded but because they offer no obstruction to light or ventilation.

Last year nearly one hundred thousand factory employees were injured by machinery because of poor or inadequate guards. This astounding loss of man power has cost industry an incalculable sum in lost time, compensation, reduced production, increased spoilage of materials, delayed deliveries and countless other factors. There is a monetary as well as moral reason for adequately guarding moving machinery.

Moisture tests of oats will only be made in St. Louis when absolutely necessary in order to give inspectors more time to take care of corn, the recommendations of Roy C. Monier, state warehouse commissioner of Missouri, at a conference of grain men held in St. Louis recently to discuss the problem being adopted. Who put water in the oats?

Cipher Codes

Universal Grain Code: The only complete, the most up-to-date and latest grain code published. Effects a greater reduction in tolls than any other domestic code. Code words for the U. S. Standard Grades of Wheat, Corn and Oats. 150 pages, 4 1/2 x 7 inches. Price, leather bound, \$3.00; paper, \$1.50.

Robinson Telegraph Cipher Code: With all supplements, for domestic grain business. Leather bound, \$2.50; cloth, \$2.00.

Millers Telegraphic Cipher: (1917) For the milling and flour trades. 77 pages, 3 1/2 x 6 inches. cloth bound. Price \$2.00.

Cross Telegraphic Cipher Code: 7th edition revised for provision and grain trades. 145 pages 4 1/2 x 5 1/2 ins. Cloth bound. Price \$2.00.

A. B. C. Improved Fifth Edition Code, with Sup.: Reduces cable tolls 50% thru use of five-letter words, any two of which may be sent as one. Price in English, \$20.00.

Bentley's Complete Phrase Code: Contains nearly 1,000 million code words, any two of which can be sent as one word. Thru its use a saving of 50% can be effected in cablegrams. Appendix contains decimal moneys and list of bankers. 412 pages, 8 1/2 x 10 1/2 inches. Bound in cloth, leather back and corners. \$15.00.

Baltimore Export Cable Code: Hinrich's fourth edition, compiled especially for export grain trade. 152 pages 6 1/2 x 9 inches, bound in leather. Price \$15.00.

Riverside Flour Code, Improved (5 letter revision) Sixth Edition. Retaining the essential features of the 5 edition published in 1901, for use in domestic and export trade. Size 6x7 inches, 204 pages. Bound in flexible leather, \$12.50.

Calpack Code (1923) is designed to succeed and replace the codes published by the J. K. Armsby Co., and the California Fruit Canners' Ass'n in the fruit and vegetable packing industry. Size 6 1/2 x 8 1/2 ins. 860 pages, bound in keratol. Price \$10.00.

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL
309 So. La Salle St., Chicago, Ill.

Railroad Claim Books

require little of your time for filing, and contain spaces for all the necessary information in the order which assure prompt attention on the part of the claim agent. They increase and hasten your returns by helping you to prove your claims and by helping the claim agent to justify payment.

Form A is for Loss of Weight in Transit Claims.

" B—Loss in Market Value Due to Delay in Transit.

" C—Loss in Quality Due to Delay in Transit.

" D—Loss in Market Value Due to Delay in Furnishing Cars.

" E—Overcharge in Freight or Weight.

These claim blanks are printed on bond paper, bound in book form, each book containing 100 originals and 100 duplicates, a two-page index, instructions and summary showing just which claims have not been paid, and four sheets of carbon.

The five forms are well bound in three books, as follows:

411-A contains 100 sets all Form A. Price, \$2.00.

411-B contains 100 sets all Form B. Price, \$2.00.

411-C contains 60 sets Form A, 10 Form B, 10 Form C, 10 Form D and 10 Form E. Price, \$2.00.

Grain Dealers Journal

309 South La Salle St. Chicago, Ill.

Grain Carriers

Houston, Tex.—Four new steamship lines put on export service out of here beginning in March.

Vancouver, B. C.—The surcharge on cargo fees imposed on shippers will hereafter be absorbed by the Harbor Board.

A hearing on the transit case of the Milwaukee Road, involving milling-in-transit at Minneapolis, will be heard in Washington, D. C., on April 26.

The re-appointment of John J. Esch of Wisconsin to the Interstate Commerce Commission was rejected by the Senate on March 16. The vote was 39 to 29.

Houston, Port Arthur and Texas City are asking for a 32-foot depth of their channels. This will further facilitate operating deep-draft vessels into these grain export harbors.

Port Arthur, Ont.—The steamer Harvey H. Brown, in winter storage here with 400,000 bus. of grain aboard, is leaking badly, seriously imperiling the safety of its cargo.

A hearing on rates between Kansas, Nebraska, Oklahoma and Texas points, contained in Docket 3062, is to be held in the Chamber of Commerce, Kansas City, Mo., on April 16.

Hearings on Union Pacific point rates to destinations in Missouri, Oklahoma, Arkansas and Texas, contained in Dockets Nos. 20,132 and 20,133, will be held in Kansas City on May 1.

Surplus box cars on Class 1 railroads on Feb. 29 numbered 155,554, a decrease of 8,716 over the previous week. The surplus for the week ending Feb. 23 was 164,270 and for the week ending Feb. 15, 158,611.

A hearing is to be held on the investigation and suspension of rates from Union Pacific points in Kansas to destinations in Arkansas, Kansas and Missouri on April 1, in the Chamber of Commerce, Kansas City, Mo.

Buffalo elevator interests oppose the establishing a port authority, stating they are perfectly capable of handling their own port affairs and of developing the entire Niagara frontier with the co-operation of other interests and ports.

Moline, Ill.—A municipal barge line grain elevator is to be erected here, the proposition to issue \$350,000 improvement bonds for the erection of this elevator and a barge terminal being voted by the town on Mar. 15, at a special election.

The Clinton Western Railroad of Texas is to be extended from Pampa, Tex., to Cheyenne, Okla., where it will then connect with another of Frank Kell's railroads, the Clinton & Oklahoma Western, affording a direct connection to Oklahoma City.

A hearing on hay, straw, etc., between Illinois Freight Ass'n, Central Freight Ass'n, Eastern and New England Trunk Line Territories and Southern points is to be held in Cincinnati, Ohio, on April 12, before Examiner Hosmer, under I. & S. Docket No. 3048.

Regional Shippers Advisory Board meeting within the past two weeks have been held at Columbus, Ohio; Pittsburgh, Pa.; San Francisco, Calif., and Kansas City, Mo. Coming meetings include Syracuse, N. Y., on April 5 and Watertown So. Dak., on April 24.

Congress could do nothing that would serve more to stabilize all classes of commerce and industry than to adopt a hands-off policy toward the railroads (yea, et al.): The greatest need of the railroads today is identical with what it has been for the last few years—to be let alone.—From the St. Louis Times.

Illinois Commerce Commission Investigation in No. 4150 provides the Burlington's Tariff G.F.O. No. 3662-L, Ill. C.C. No. 1433, effective April 12, that grain and flax seed, not sacked or separated, containing more than 10 per cent of flax seed will take flax seed rates.

An exhaustive examination of freight rates via all the customary routes shows that the St. Lawrence Seaway will make possible a saving on grain exported thruout the territory north of Oklahoma City and east of Columbia Falls, Mont., ranging in general between 5 and 12 cents per bushel.

The marine risk involved on lake carriers may possibly be taken over by the Canadian government if old line insurance rates on this class of risk do not come down. Despite improvement of various natures made by the vessel operators, the rate has not reflected the premiums payable.

Minneapolis, Minn.—George E. Helwig is now assistant general freight agent of the Inland Waterways Corporation, having charge of the barge line's freight business between here and St. Louis, Mo. Mr. Helwig was formerly associated with the Western Weighing & Inspection Bureau.

In view of the recent Armour and Swift court decision, it would seem that the courts honor agreements between competitors as binding. If this be true, certainly the Western Elevating Ass'n of Buffalo could be revived and put back into operation to the advantage of all elevator operators there.

The largest grain cargo ever to leave Vancouver for the Orient was loaded aboard the steamer "Kaikyū Maru" this month bound for Japan. This cargo was the largest out of Vancouver this season and the third largest in the history of the Port, however, neither of the two larger cargoes were destined for the Orient.

The storage-in-transit privilege was ably defended by Ben Clement before the Waco Traffic Club recently. To eliminate the practice in the grain trade would be to almost destroy the grain and allied industries, according to this veteran. Four aspects are involved, viz., transportation, economy, finance and commerce.

Marine insurance rates are expected to advance this coming shipping season, as a reflection of the serious losses suffered by the marine insurance companies, the largest in fourteen years. Vessel rates about 3 cents in advance of those of last year have also been rumored. Some ports are clamouring for lower rates than those in effect last season.

The total grain carried thru the New York State canals during 1927 was as follows: Wheat, 19,149,434; corn, 253,000; oats, 805,000; rye, 1,388,571; barley, 7,744,083. The total of 819,185 net tons is a decrease of 9,072 tons from the amount transported during the season of 1926, or 1.1%.—Department of Public Works, State of New York.

New locomotives installed into service on the lines of Class 1 carriers during January numbered 154, an increase of 9 compared with January 1927, but a decrease of 37 under the same month in 1926. Locomotives on order on February 1 totaled 173 compared with 318 on the same date last year and 493 on the same date two years ago. This includes new and leased equipment.

A rehearing of the C. F. A. case on grain and grain products rates from the Southwest and Northwest to Indiana, Ohio, Pennsylvania, Kentucky and Virginia, will commence in Chicago on April 9. The cases was started four years ago to obtain equalization of rates from the southwest, compared with those from the northwest, which has enjoyed preferential rates. A favorable decision was obtained by southwestern shippers in the first hearing and reductions were ordered effective Nov. 15, 1927, but a rehearing was granted and reductions suspended until June 15, 1928.

Buffalo, N. Y.—Twenty grain and milling concerns, members of the Buffalo Corn Exchange, recently organized the Traffic Managers Com'te. W. J. McKibbin was selected as the permanent chairman for one year, J. F. Lepine the vice-chairman and W. E. Beaver, ass't secretary. Fred Pond, secretary of the Exchange, is to function as general secretary of the Com'te.

P. P. Donahue, a director of the Milwaukee Chamber of Commerce, and president of Donahue-Stratton Co., represented the Chamber at a conference with Col. Donovan, Asst. to the Attorney General in Washington, March 19 to which the Chamber of Commerce had been summoned in connection with its protest against the proposed late opening of navigation on the Great Lakes.

Locomotives in need of repair on the Class 1 railroads of this country on Feb. 15 totaled 9,349 or 15.5 per cent of the number on the line. This was an increase of 616 locomotives compared with the number in need of repair on February 1, at which time there were 8,733 or 14.5 per cent. Class 1 railroads on Feb. 15 had 7,064 serviceable locomotives in storage compared with 7,307 on February 1.

Hooker, Okla.—The Beaver, Meade & Englewood Railroad will extend its lines from Hooker to Des Moines, New Mexico, a distance of approximately 165 miles. The cut-off will save the haul away down to Dalhart, Texas, over the Rock Island, and thence back to Des Moines and other connections radiating therefrom over the Fort Worth and Denver City and the Colorado & Southern roads. The cut-off will presumably go thru Boise City, Okla.

Amarillo, Texas.—Work on the Rock Island branch from here to Liberal, Kan., has been delayed until funds are forthcoming. The construction work was completed from Amarillo to Stinnett. The line will be about 125 miles long when finally constructed, and will join Rock Island lines at both Liberal and Amarillo, saving the haul on one-line billing from Amarillo to Tucumcari, New Mexico, and thence northeast into Oklahoma and Kansas, and vice versa.

Freight cars placed in service during January this year amounted to 2,899, compared with 5,484 in January, 1927, and 4,907 in January, 1926. Freight cars on order on Feb. 1 numbered 19,048, compared with 29,042 a year ago and 50,636 on order two years ago at this time. This includes new and leased equipment. Box cars in need of repair on Feb. 15 totaled 61,912 or 6 per cent of the number on the line. This was an increase of 231 cars above the number on Feb. 1.

Formal complaint against the unfair competition that the government barge line imposes on its shippers has been entered by J. T. Gibbons, Inc., of New Orleans, La., before the Interstate Commerce Commission. The alleged penalty arose over some 9,910 bushels of wheat purchased of the Scroggins Grain Co. of Minneapolis, Minn., to be shipped via the federal barge line. The wheat was delayed to such an extent that it was not salable as export wheat upon arrival, but rather than to pay the loss and damage claim the barge line chose to give the shipment the export rate of 14.8 cents rather than the domestic rate of 33 cents. In so doing the barge line attempted to dodge the claim.

Canada is demanding access to the United States markets with her wheat, live stock, fish, potatoes, and other primary products, as part of the St. Lawrence waterways international development deal. In the negotiations which already have taken place, official publication of which is still withheld, the Canadian government states it will not be prepared to talk waterways unless the United States is prepared to talk reductions of its tariff on wheat, live stock, and other primary products. In addition, Canada is insisting that no negotiations can take place unless the United States is prepared to waive all claim to the exportation of power arising out of the St. Lawrence development.

St. Paul-Chicago barge service will begin April 2, according to an announcement of the War Department. This fast four-day rail and water service will be offered at a saving over the all-rail rate of approximately 15 percent. The Inland Waterways Corporation has made arrangements with the Illinois Central to run special trains in to Chicago from the Duquaque, Iowa, terminal of the barge run from St. Paul. April 2 is also the date the St. Paul-St. Louis service will commence.

An analysis of the freight rates and elevator charges on grain moving by way of the several competitive routes shows that the St. Lawrence route is the cheapest and that it is therefore the preferred route as long as it is able to handle traffic efficiently. Its efficiency is controlled by the capacity of the 21-lift locks and the 14-foot depth. The Seaway will replace these numerous locks with only seven and the channel will be made 27 feet deep, making a deep, wide path of movement shipment.

Enactment of the main provisions of the White Merchant Marine Bill, as offering the promise of establishment of an American shipping, was urged on the House of Representatives by Lewis E. Pierson, president of the Chamber of Commerce of the United States. In a communication to members of the House, Mr. Pierson declares that American business is convinced that only a privately owned and operated merchant marine can serve permanently the country's shipping requirements.

Cars loaded with grain and grain products during the week ending Mar. 3 numbered 53,488, an increase of 9,979 cars over the same week last year and 13,206 cars above the same period in 1926. In the Western districts alone, loadings totaled 37,677 cars, an increase of 10,066 cars above the same week in 1927. Loading the previous five weeks were 45,987 for the week ending Feb. 25; 41,188 for Feb. 18; 46,082 for Feb. 11; 53,788 for Feb. 4, and 53,177 for Jan. 28. Cumulative loadings for the first 8 weeks of the past five years were: 374,242 for 1928; 352,618 for 1927; 359,439 for 1926; 375,344 for 1925 and 369,474 for 1924.

Philadelphia, Pa.—At a meeting held in the Bourse on March 9 initial steps were taken to break the Canadian grain shipping monopoly by representatives of the North Atlantic ports of Portland, Baltimore, Boston, etc. An appeal is to be made to Sec'y Jardine, in consequence, requesting a change in the U. S. standards of inspection to protect American shipping interests and ports against invasion by Canadian vessels operators and foreign competition. An appeal for rates to meet the competition of the Canadian rates to the seaboard is also to be made to the Interstate Commerce Commission, the difference now being 3 cents per bushel.

Delaying the opening of Great Lakes navigation until May 1 will mean some \$400,000 additional storage charges will have to be paid on the 80,000,000 bushels of wheat in elevators at the Head of the Lakes. Warm weather will unquestionably induce the vessel operators to begin the season just as soon as the condition of the ice permits. An early warm spell which would permit earlier operation of the lake boats without the costly process of ice breaking, may have some influence on the announced intention of the vessel owners to raise rates some three cents. Ship owners desire to distribute freight movement so as to avoid the dangers of shippings in earliest Spring before the ice clears. The owners would agree among themselves to make contracts only for an arbitrary date tentatively fixed at April 15.

A hearing on grain rates from P. & S. F. Vints to Memphis, Tenn., is soon to be held by F. A. Leland, Chairman of the Southwestern Freight Bureau, at St. Louis, Mo. The purpose is to amend SWL Tariff 122 applying on corn, oats, rye, barley, etc., by changing the geographical list of Texas Vints from which rates apply on Page 29 thereof to provide for Group 17 basis from mainview, Augustus, Justiceburg, Cow Spur

and Sand Creek Spur, Tex., which will have the effect of providing the following proportional rates to the Mississippi River Crossings indicated: To Baton Rouge, La., Natchez, Miss., to New Orleans, La., 42 cents per 100 lbs.; to Memphis, Tenn., 34 cents per 100 lbs.; to Vicksburg, Miss., 35 cents per 100 lbs. These proposals appear under item 14375 (2) in Docket Bulletin No. 448.

Texas Railroad Commission has issued an amendment to Texas Lines Tariff No. 32-E, embodying rules and regulations governing diversion and reconsignment of carload freight, by adding to Item No. 120-B, Supplement 11, No. 4, that "When a carrier is requested to reconsign a particular car of grain under the provisions of Section 2, such reconsignment will be made on that basis; provided that if the carrier has not been furnished by the party requesting reconsignment, proof of official inspection within 15 days (exclusive of Sundays and legal holidays) after such request and reconsignment, diversion will be consummated under Section 1. A written statement, by the inspector or his representative, to the agent of the reconsigning carrier at the point of inspection, to the effect that an official inspection has been made of a particular car or of a sample drawn therefrom, shall meet the requirements of this Note (4) as to proof of official inspection. Effective not less than ten days after publication by carriers, and not later than March 15, 1928."

Would Put Reconsignment Charge on Straight B/L.

The National Diversion and Reconsignment Com'te of the carriers has petitioned the Interstate Commerce Commission to place straight B/L shipments under the order-notify provisions of Rule 16. This would subject such shipments to the charge of \$6.30, which shippers who employ the straight billing escape. Following is the rule desired by the carriers as an additional note to Rule No. 16:

"NOTE: To the extent the practice is permitted by carriers, shipments covered by straight bills of lading showing consignment to one party with instructions therein, or otherwise, to:
(a) Notify or advise another party and/or deliver only upon surrender of a written order; or
(b) Deliver only upon surrender of the original bill of lading;
will be subject to the provisions of Rule 16. The surrender of the written order or the original straight bill of lading will be considered the same as the surrender of an 'Order-Notify' bill of lading."

Reduced Freight Rates to Quebec No Cause for Alarm.

A meeting was held in Philadelphia March 15 of representatives of the Atlantic ports of the United States to consider what action could be taken to offset certain advantages the Canadian ocean ports now enjoy, particularly in respect to grain shipments. The two principal advantages discussed were the system of grading grain in Canada and the reduced freight rates put into effect some months ago on the Canadian National to the port of Quebec.

So far as these lower freight rates are concerned, it is probable that alarm on the part of the United States ports is entirely unnecessary, for comparatively little grain is likely to move at the new rates. Nevertheless, the fact that organized interests in the United States will demand reduction in that country whenever reductions are made in Canada shows that Canada cannot be sure of increasing the business of its ports merely by lowering rates. The United States may feel bound to meet any move made by Canada. This whole question of the reciprocal use of the Atlantic ports of the two countries must be looked at in a broad, common sense way, and not as something in which one country can steal a march on the other.—Winnipeg Grain Trade News.

I. C. C. Activities.

Misrouting was found by the Commission in the complaint by the Beaman Elevator Co., Beaman, Ia., against the Northwestern in moving a car of oats to St. Louis in 1923. The shipper was held entitled to a rate of 19.5c instead of 21c.

In I. & S. 3077 the Commission on Mar. 14 suspended until Oct. 15 the schedules in B. & O. tariff I. C. C. W. L. 9317, supplement 70, increasing and reducing rates on grain from points in Indiana, Michigan and Ohio to St. Louis and East St. Louis.

Carriers Establish Efficiency Records.

Freight service records were made last year, according to the Interstate Commerce Commission, in the following items: The gross trainload handled (excluding locomotive), the net trainload; the gross ton-miles per train-hour (excluding locomotive); the number of cars per train (including caboose); and the pounds of coal used per 1,000 gross ton-miles.

The average gross trainload of the railroads for the year 1927 was 1,780 tons, while the net trainload totaled 778 tons. The previous high figures had been reported in 1926, when the gross trainload was 1,736 tons and the net trainload was 772 tons.

The number of gross ton-miles per train-hour in 1927 stood at 21,945, as compared with 20,692 for the preceding year, which also represented the previous high.

The Commission reports that there was an average of 46.5 cars per train last year as compared with the previous record of 45.2 in 1926.

Russian grain shipments from the Black Sea ports during the past few months have declined and reports to the effect that the Soviet authorities have been having difficulty in collecting grain from the peasants, and that, in addition, the past season's crop was not particularly good.

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Feedstuffs

Kent, Wash.—An addition has been completed to Shaffer Bros. feed warehouse.

Twin Sisters, Tex.—Albert Bruemmer will erect a feed manufacturing plant here shortly.

Milwaukee, Wis.—A large new warehouse has been built for feed and flour storage for Roegge Bros.

Springfield, Mo.—The Lipscomb Grain & Seed Co. has made application for a patent on a new type of poultry feeder.—P.

Mesa, Ariz.—The Pew-Watson Fuel & Feed Co. has been incorporated by Ellis H. Pew and R. H. Kennerdell, for \$50,000.

Albion, Mich.—Kays & Son have installed feeding grinding equipment in the Albion Flour Mills just purchased by themselves.

St. Joseph, Mo.—A branch merchandising warehouse has been opened in St. Joseph by the Western States Farmers' Exchange of Chicago.

Minneapolis, Minn.—Chas. P. Dugan has re-engaged in the mill-feed trade here in Minneapolis, having opened quarters in the Flour Exchange.

Swanville, Minn.—A new Monarch Batch Feed Mixer of one and a half ton capacity has recently been installed by The Pirk Flour & Feed Co.

Delavan, Ill.—A. C. Myers will erect a new feed manufacturing plant on an adjoining site to his present plant, which will be converted into grain storage unit.

Davenport, Ia.—The American Barley Corporation has established a merchandising warehouse headquarters here for the surrounding and western territory.

Fitchburg, Mass.—The United Co-op. Farmers, Inc., has incorporated for \$50,000 to conduct a collective buying organization for the farmers, dealing in feeds, etc.

Port Huron, Mich.—The Eastern Michigan Bean Ass'n and the Thumb Bean Ass'n held a joint meeting on Feb. 29 here. The program was splendid and the turn-out excellent.

Petaluma, Calif.—For the purpose of manufacturing poultry and stock feed, the Southwest Reduction Co. has been incorporated for \$50,000 by L. B. Hard and R. M. and A. B. Hill.

Buena Park, Calif.—The Southern Milling Co. was recently incorporated by T. K. Gowen, W. M. Knepp and J. E. Collingsworth, for \$40,000, to engage in the feed business.

Holland, Mich.—A two-ton feed mixer has been installed in the plant of Jenison Flour Mills. Other improvements include grain cleaning equipment, enlarged storage space for sacked feed, etc.

Sheridan, Wyo.—Work on putting in a complete feed department will be completed for the Sheridan Flouring Mills, Inc., by May 1. Elmer Polly is to be in charge of this new department.

Sioux City, Ia.—The H. C. Roberts Co., Inc., has been incorporated with \$25,000 capital stock, to deal in mineral feeds and cereals, with H. C. Roberts as president, C. E. Jones as vice-president and L. O. Roberts as secretary.

The Minrol-Protin News has just been put out by the Concentrate Products Co., Chicago, Ill., giving valuable poultry pointers for both the poultry dealers, feed manufacturers and merchandisers, flock and hatchery men, etc. Hereafter the valuable little index to better feeding methods and foods will come out monthly.

Fort Worth, Tex.—J. Leslie Harris has been appointed assistant sales manager for Kimbell Milling Co., effective April 1. He will be principally occupied with sales of the company's poultry and animal feed products.

A new set of feedstuffs regulations went into effect in Virginia within the past 90 days, governing registration and distribution. Copies thereof may be obtained of F. C. Breazeal, director, State Dairy & Food Division, Richmond, Va.

Minneapolis, Minn.—The Ralston-Purina Co. plans on adding 20 reinforced concrete grain storage tanks, and complete loading and unloading grain equipment, to cost in the neighborhood of \$250,000. Plans will be ready for bids on Mar. 29. G. W. Haynes is superintendent.

A powdered hominy and molasses dairy food, understood to be of importance to the dairy industry, has been perfected in cereal form by Dr. Ernest R. Schultz, a chief chemist of the Patent Cereals Co. of Geneva, N. Y. The discovery is something chemists have been striving to accomplish for quite some time.

Memphis, Tenn.—New dairy feed manufacturing equipment has been installed in the plant of the Happy Feed Mills, the increasing demand for this classification of feeding stuffs reflecting the growth of the poultry industry of the South. Space in the plant of the Happy Feed Mills formerly devoted to the output of horse and mule feed is now occupied by this new poultry feed manufacturing equipment.

Omaha, Neb.—The Shamblen-Helm Milling Co. has been formed to grind and merchandise alfalfa meal to feed manufacturers. Mr. Shamblen was with the former M. C. Peters Mill Co. for some 20 years and for two years with the company's successor, the American Milling Co. Mr. Helm spent 12 years with the former concern and was also associated with the American Milling Co. A two-story 60x70 ft. brick plant has been leased and some \$6,000 in equipment will be installed immediately.

A report just received from the Massachusetts Agricultural College says that under present conditions dry skim milk fed in accordance with their experimental schedule "offers the best substitute for liquid skim milk in the rearing of young calves." This confirms the work of Eckles of Minnesota, who says "There is no substitute for milk in raising good milk producers." The calves made an average daily gain of 1.4 pounds, at a cost of 18.2c a pound, about 125 pounds of the dry milk being fed to each calf. Growth was practically the same as when the larger quantity of powder was fed and the cost was lessened appreciably. Bulletin 301, issued by American Dry Milk Institute, Chicago, offers approved feeding schedule for raising calves by minimum milk method using dry skim milk. This bulletin is sent to any who write the Institute for it.

United Kingdom.—According to information gathered in reliable trade circles, there is an improving demand in this country for alfalfa meal for use as a poultry food, states a report from American Trade Commissioner James Somerville. In fact, some firms are experiencing difficulty in securing sufficient quantities to supply the requirements of their customers. The extent of this demand depends, however, on whether the alfalfa meal can be offered at a competitive price in comparison with some of the older poultry feeds. In other words, what some of the local firms mean when they state they are unable to secure sufficient supplies is that they can not get these supplies at a competitive price. Another difficulty experienced in connection with alfalfa meal is the occurrence of bad parcels of dirty or inferior hay, which injure poultry and obviously retard the development of the demand for this feedstuff.

Newberry, So. Car.—The Dorrity Milling & Grain Co. has just completed the installation of complete feed mixing equipment, including a corn shucker and sheller and a corn meal mill, large grinding mill, etc. Charles Miner is superintendent.

Kaplan, La.—The incorporation of the Kaplan Rice Mill, Inc., is now announced at \$250,000. In this column of the Feb. 10 number of the Journal it was announced the company is erecting a new mill to be completed for operation this fall. Alexandre Bonin is the head of this new enterprise.

New Feed Trademarks.

The Rosedale Milling Co., Rosedale Station, Kansas City, Kan., has filed trademark Ser. No. 254,684, the word "JAYHAWK," particularly descriptive of scratch feed.

DeGraff Hay & Grain Co., DeGraff, O., has filed trademark Ser. No. 259,536, "KINNAN'S MOR-EGGS-LASUM," the "S" being a dollar sign, the mark being particularly descriptive of egg mash.

John W. Eshelman & Sons, Lancaster, Pa., have filed four trade-marks, being Ser. 259,540-259,544 inclusive. They are as follows: "SUSQUEHANNA," "RED ROSE," "CONESTOGA," particularly descriptive of live-stock foods, and "PENNSY," particularly descriptive of poultry foods and livestock foods.

Adulteration and Misbranding

Whitesboro Oil Mill Co., Whitesboro, Tex., shipped 320 sacks of misbranded cottonseed cake into Missouri, labeled in part: "Chickasha Prime' Cottonseed Cake or Meal * * * Protein not less than 43 per cent, Chickasha Cotton Oil Co., Kansas City, Mo." whereas the product was deficient in protein content, according to federal allegations on Feb. 3, 1927 when costs and the execution of a \$1,000 bond was imposed, conditioned in part that it not be sold until it had been salvaged and relabeled under the supervision of the U. S. Department of Agriculture.

Feed Trade-Mark Canceled

The Edgar-Morgan Co., Memphis, for years used a trade-mark having the words "Old Beck" and a red disk upon which appears the head of a mule.

Embry E. Anderson, of Memphis, Tenn., began using a mark with the word "Creamo" above a circle in which appears the head of a mule.

On account of the similarity the Edgar-Morgan Co. obtained a cancellation order from the Examiner of Interferences. This was reversed by the Commissioner of Patents; and the Edgar-Morgan Co. went into court and has just succeeded in having the Commissioner of Patents reversed, and Mr. Anderson can not use this mark.

The Court of Appeals of the District of Columbia said:

The mark is used on oats for use as stock feed. The testimony of petitioner shows that his mark has been employed by stamping it upon burlap bags in which the feed is packed, and on which appears the large red disk with a mule's head prominently displayed, and above the disk the words, "Old Beck." While the position of the mule's head is slightly different in each case, it is set forth as a silhouette, and the difference is so slight that it would not be observed by the ordinary person. The only difference, therefore, between the marks, are the words "Creamo" in the one instance, and "Old Beck" in the other.

While it is true that pictures of stock used in connection with stock feed are descriptive, the registrant in this case, as pointed out by the Examiner, "has not distinguished its mark from that used by the petitioner, as is required of traders using descriptive elements of another's mark.—23 Fed. Rep. (2d) 896.

The annual meeting of the Millers' National Federation will be held at the Edgewater Beach Hotel, Chicago, Ill., on Wed., Thurs., and Fri., May 16-18.

Feed Distributors Ordered to Drop Word "Milling."

Under Stipulation No. 138, just issued by the Federal Trade Commission, the use of the qualifying term "milling" in the name of dairy feed distributors not operating a mill or other plant, is forbidden and must be abandoned where now in use.

It is the avowed intention of the Commission to put a stop to this practice, and to provide the ample foundation for prosecution in the future based on the case in hand.

The Commission said: Respondents, in the course and conduct of their business, adopted the word "milling" as a part of their partnership or trade name, which said partnership or trade or trade name, containing the word "milling," they used on their letterheads, in circulars and other advertising matter circulated in interstate commerce in soliciting the sale of and selling their products; when in truth and in fact, said respondents did not own, operate or control a mill or factory in which the products advertised, sold and distributed by them in interstate commerce were ground or manufactured.

Respondents also advertised for sale and sold in interstate commerce a prepared dairy food which they marketed under the name "Purafax," and represented in their advertising matter that the said product was a flaxseed product, consisting of selected flaxseed screenings, testing 8 per cent fat content and newly ground to eliminate seed germination; when in truth and in fact, the said dairy food, advertised, sold and distributed in interstate commerce by said respondents as a flaxseed product was not a dairy food composed of ground flaxseed, and did not contain ingredients the principal one of which was flaxseed, but was a food made from screenings consisting largely of weed seeds with a considerable amount of chaff and yielding a small percentage of flaxseed. The statements made of and concerning the fat content were, in many instances, misleading, as the product did not run uniformly and many tests showed as low as 5½ to 6 per cent fat content.

Kansas Bureaucrats Guessed Market Wrong.

The boys at the Kansas Agricultural College made a good guess a month ago on the probable movement of corn prices but they fell down on trying to guess the movement of wheat prices, so that their store was not quite equal to 50-50. Last month the boys predicted "Seasonal Improvement" (whatever that means) in corn prices and that wheat would be "Steady to lower."

During the month corn did advance 5¼c, lost 3¼c of the advance and closed Saturday, March 10th, just 2¼c higher than a month ago. If this is what is meant by "Seasonal advance," corn has had it; but wheat, which was to be steady to lower, according to the above predictions, advanced 7¼c during the same period, lost 3¼c and closed 4¼c higher than a month ago. Nothing unusual has happened to cause the advance in either the wheat or the corn. It brings back to mind the story of the fellow that thought he had found a way to beat the races. He said that he bet on the races every day, that he would win one day and lose

the next, but that now he would only bet every other day.—*Murphy Grain Co.*

The Caraway Bill Reported.

Characteristically, the bill seeks to accomplish its purpose of interfering with the right of private contract thru resort to the authority of the federal government to control interstate communications. Not only does it prohibit messages directly connected with short trading in futures, but covers also transmission thru the mails of every "book, newspaper, pamphlet, letter," etc., carrying reference to such trading.

It is unlikely that the Caraway bill ever will become a law, not, at least, until Congress in its wisdom has created some sort of McNary-Haugen or other mechanism thru which the government will take over in whole or in part the business of handling agricultural products. In the unfortunate event of its passage while growers still are dependent upon present marketing machinery, chaos would be the immediate result.

Speculation in actual products would take the place of trading in future contracts, and the grower would be most gloriously and completely robbed. While the farm leaders are engaged in promoting "relief" legislation, they would do well to pause for an occasional poke at the absurd Caraway bill. Its enactment would leave them without subjects for their gentle ministrations.—*Northwestern Miller.*

Good Feed Grinding Pulls Trade.

Even if a man lived in the middle of the woods the world would make a beaten path to his doorstep if he made a better mouse trap than any one else, according to Ralph Waldo Emerson.

The line-up of farmers waiting to get their feed ground at Pinconning, Mich., as shown in the engraving indicates that they are making a beaten path to the elevator of the Cass City Grain Co., for the excellent reason that the plant contains a "Jay Bee" Mill to do fine and economical grinding.

By grinding feeds the way the farmer wants them ground; and by taking everything in the way of grain and roughage the farmer chooses to haul in and converting it into a pleasing product the elevator man will bring the farmer back for more grinding. Where the customer gets perfect grinding he will not go across the street or to the next mill for flour, bran, shorts, oil meal, cotton seed meal and high protein concentrates.

Soon customers will be demanding that the elevator operator grind a complete feed for them. He can make a good balanced ration for hogs, cattle, or poultry from home grown feeds, plus the possible additions of some high protein concentrate that is already in stock, as good as any feed made, and will make more dollars per ton than selling a commercial mixed

feed. If in doubt about how to make balanced rations, J. B. Sedberry, Inc., distributors of the "Jay Bee" mill will be glad to mail a copy of their feeding booklet without cost or obligation.

France: Wheat farmers of France are trying to develop a selling organization for the entire wheat production of the country. Page Aaron Sapiro, quick!

The first interim payment just announced by the Canadian Wheat Pool for this year, of 15 cents per bushel on all grades of wheat, is the same amount as was paid in March last year. Up to date the average market price on the grades of wheat which constitute the great bulk of the crop are little lower than a year ago. The indications are, that subsequent Pool distributions may not equal those made in 1927. Apparently in some parts of the country Pool farmers are finding difficulty in financing this year under the system of deferred payments, for the Manitoba Pool admits that many of its members are having trouble in providing themselves with seed grain.

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Elevator, Warehouse and Feed Mill of Cass City Grain Co. at Pinconning, Mich

Supreme Court Decisions

Cost of Sending Is Measure of Damages on Unrepeated Message.—Where telegraph message was unrepeated, and loss resulted from mistake in transmission as to price quoted for quantity of pecans, telegraph company's liability is limited to amount received for service, under clause of tariff authorized by Interstate Commerce Act, § 1, as amended Act June 18, 1910, § 7 (49 USCA § 1; Comp. St. § 8563), since limitation of liability attendant on rates established for unrepeated messages became lawful condition on which messages might be sent.—*W. U. Tel. Co. v. Priester. Supreme Court of the United States. 48 Sup. Ct. Rep. 234.*

Penalty for Buying of Pool Member.—Legislature of Kentucky held authorized to treat marketing contracts between tobacco growers' co-operative marketing association and its members as of separate class, provide against probable interference therewith, and to that extent limit the sometime action of warehousemen, as it did in Bingham Co-operative Marketing Act (Laws Ky. 1922, c. 1). "Liberty of contract," guaranteed by Federal Constitution, is freedom from arbitrary restraint, not immunity from reasonable regulation to safeguard public interest.—*Liberty Warehouse Co. v. Burley Tobacco Growers Co-op. Marketing Ass'n. Supreme Court of the United States. 48 Sup. Ct. Rep. 291.*

Breach of Pooling Contract.—Under a marketing agreement between the parties, defendant was under an obligation to sell and deliver to plaintiff the wheat produced by him for a certain period, and it was agreed that if he sold or delivered the wheat to another in violation of his agreement the defendant would be liable to the plaintiff, as liquidated damages, the sum of 25 cents per bushel. Defendant produced a crop of wheat which he sold to his landlord. Held, that he is liable in damages to the plaintiff for the crop so sold, notwithstanding the proceeds of the sale were applied upon his indebtedness to the purchaser.—*Kansas Wheat Growers Ass'n v. Brooks. Supreme Court of Kansas. 263 Pac. 787.*

Telegraph Co. Liable for Error.—In action by flour manufacturer against telegraph company for loss due to sale of flour pursuant to telegram, for negligence in failing to correctly transmit such telegram stating price of Marathon flour, plaintiff may recover for loss on other brands, price of which was governed by that mentioned, where such loss was proximate result of incorrect transmission, and was in contemplation of parties when telegram was sent.—*W. U. Tel. Co. v. Bowen-Oglesby Milling Co. Supreme Court of Arkansas. 2 S. W. (2d) 23.* [A message quoting \$6.70 was received as quoting \$6.20 per barrel, and the court held the telegraph company for the loss on 873 barrels sold by the company's agent.]

Invalid Order by Commission Dividing Joint Rates.—Order of Interstate Commerce Commission designating division of agreed joint rates and requiring readjustment of divisions held invalid, where Commission, before making such order, failed to consider whether agreed divisions were unjust, unreasonable, inequitable, or unduly preferential or prejudicial as between the carriers, as required by Interstate Commerce Act, § 15, subd. 6, as amended by Transportation Act 1920, § 418 (49 USCA § 15; Comp. St. § 8583), and undertook to deprive carrier of excessive receipts and award the same to connecting carriers, without evidence relative to fair return from agreed division.—*Brimstone R. & Canal Co. v. United States Supreme Court of the United States. 48 Sup. Ct. Rep. 28.*

Delivery to Carrier.—Delivery of goods on board lighters under carrier's control, according to a custom of the port, held to constitute good delivery to carrier, sufficient to render Bs/L binding.—*Leon Israel & Bros. v. U. S. Shipping Board Emergency Fleet Corporation. U. S. Circuit Court of Appeals. 23 Fed. (2d) 786.*

Carrier's Liability for Damage.—Ordinarily, when shipper shows that goods were delivered in good condition, and when they arrived at destination they were in deteriorated or damaged condition, burden is shifted to carrier to explain or account for damaged condition of shipment or to respond in damages. In action by shipper for damage to shipment, where shipper pleads specific negligence, he cannot invoke presumption that arises from damaged condition of goods on their arrival after delivery in good condition, and burden on shipper to prove negligence by reason of such allegation does not shift.—*Wentworth Fruit Growers Ass'n v. Amer. Ry. Exp. Co. Springfield Court of Appeals, Missouri. 1 S. W. (2d) 1028.*

Broker Liable for Failure to Notify.—Where defendant, a customer of plaintiff stockbrokers, directed defendant brokers to sell 10,000 bushels of wheat, and that defendant brokers should "give up" for plaintiffs' account, he had right to assume that defendant brokers would communicate his order to plaintiffs, and thereafter, when plaintiffs informed him they had no record of any such transaction, he had right to assume that transaction had not been carried through as he had directed, and that defendant brokers had failed to give notice thereof to plaintiffs, and, court having found on sufficient evidence that no notice of transaction was given to plaintiffs by defendant brokers, any loss resulting from customer's directions to plaintiffs to close out his account must be borne by defendant brokers.—*Sartorius v. Cohen. Supreme Court of New York. 227 N. Y. Supp. 26.*

Going Bail on Judgments Against Elevator Co.—Where parties went bail on judgments against elevator company, acknowledgment being indorsed upon executions as provided in Comp. St. 1920, §§ 5943-5955, and upon being compelled to pay judgment subsequently brought an action against party who was alleged to have agreed to hold plaintiffs harmless on bail, and trial court found for plaintiffs that defendant did promise and agree he would protect them against loss on substantial conflict of evidence, held finding was binding on Supreme Court on appeal. Where defendant was large stockholder in elevator company and property of that company was about to be seized and sold by person holding judgment against company, and defendant induced plaintiffs to execute stay bond under agreement to protect them, holding harmless and signing of stay bond constituted "confession of judgment" from date thereof under Comp. St. 1920, § 5949, held that signing of stay bond constituted valid consideration for promise to hold signers' harmless.—*C. A. Davison v. Oscar W. Nicholson, in re J. A. Linderholm and Riverton Elevator Co. Supreme Court of Wyoming. 263 Pac. 605.*

There was probably ten million bushels of frosted wheat in Montana, according to W. T. Greely of Great Falls, Mont. Who bot it?

Grain Claims Bureau, Inc.

19 So. La Salle St.

Chicago, Ill.

A few dollars saved on legitimate freight claims is worth while; examination of old records costs nothing; charges are not to exceed 33 1/3% of amount saved; frequently less. 305 country elevator managers and owners have benefited thru this service, and it's worth a trial.

W. S. BRAUDT
Pres. and Treas.

HARRY J. BERMAN
General Counsel

Seeds

Buffalo, N. Y.—The capital stock of the Fredonia Seed Co. has been doubled to \$100,000.

New York, N. Y.—Oscar Haase, president of the field seed house of Loechner & Co., Inc., died on Mar. 6.

Kingman, Kan.—The Ehmke-Morton Feed & Produce Co. succeeds the Ravenscroft-Ehmke Feed & Seed Co.

Medford, Ore.—The Monarch Seed & Feed Co. is using the radio to increase sales, broadcasting regularly over KMED

Toledo, O.—Henry Hirsch is gradually improving in health, and is expected to be able to be out of confinement before long.

Lansing, Mich.—Sheeps Seed Store has been incorporated with \$10,000 capital to handle field and other seeds, wholesale and retail.

Los Banos, Calif.—Dan Pedrone has started construction of a seed and feed establishment here. The stucco building is to be 28x32 ft.

Fond du Lac, Wis.—The Henry Michels Seed Co. began a series of broadcasts on Mar. 5, over Station KFIZ, talks to be given twice weekly.

Aberdeen, Ida.—George A. Line, president of the recently established alfalfa seed house of George A. Line Co., died last month from a gun shot wound.

Rudy-Patrick Seed Co., Kansas City, Mo., has filed trade mark Ser. No. 258,194, the word "ROYAL," particularly descriptive of farm and field seeds.

Nashville, Tenn.—Ownership of the Gibson Seed Co. is now in the hands of W. J. Robertson and C. A. Gentry, the interests of S. P. Gibson and Ira W. King being purchased.

Winchester, Tenn.—The Collins Seed Co. has been incorporated by J. N. and J. B. Templeton, J. T. Huffman, Howard Powell and A. G. Shook, with a capital stock of \$10,000.

Palouse, Wash.—A new 80,000-bushel storage warehouse was just started on the Great Northern Ry. for the Washington-Idaho Seed Co., Inc. F. G. Sloan is manager of the company.

Nebraska held a "Better Seed" Drive in twenty-three of its counties during the first three weeks in March. Much benefit obviously accrues to both the grain dealer and farmer through the use of better seed.

Handling sunflower seed involves a serious hazard, due to the high combustibility thereof. The seed is probably more easily set on fire from spontaneous combustion than any of the grains more commonly handled.

Evansville, Ind.—Wholesale and retail seed dealers in Evansville and other towns in this section, report a decided improvement in trade. Business during the first two months in the present year was rather slow.—C.

Indiana, Michigan and Illinois seedsmen are warned by Clarence K. Jones, secretary of the Farm Seed Ass'n of North America, Baltimore, Md., that a heavy set, smooth faced, dark complexioned, dark eyed, well dressed man of some 35 years, is driving around in a Willys-Knight sedan in these three states presenting bogus small lot seed orders to established seedsmen. The orders presented are on stolen stationery of some distant customer or prospect, and his name is forged thereto. Delivery is taken on the spot. By the time the invoice gets around and the matter comes to light the forgers are miles away.

Fremont, Nebr.—The Frederick Seed Co. is to move its headquarters to Fremont from Aurora, Nebr., about May 1, it is understood. A new modern field seed corn handling plant is to be completed for their utilization by that time.

Milwaukee, Wis.—Assets of Currie Bros. Co. are given as \$12,146.34 and liabilities at 20,758.05. A trust agreement for the benefit of the creditors is in the possession of Oscar E. Schwemer of Milwaukee. An appraisal of the inventory is in the process of being made.

Merritt, Ill.—I purchased a 50 bu. per our power machine for treating seed wheat or smut last fall. With one helper, I was able to treat over 4,000 bus. of seedwheat for our farmer patrons. We furnished the copper carbonate and treat seed for 15 cts per bushel.—A. B. Chrisman.

The Farm Seed Ass'n of North America was represented at the National Wholesale Conference of the Chamber of Commerce of the United States, held last month in Washington, D. C., by Pres. E. F. Crossland, of Toronto, Ont.; Sec'y Clarence K. Jones of Baltimore, Md., and Directors Fred W. Kellogg of Kellogg Seed Co., Milwaukee, Wis., and Clifford Corneli of Corneli Seed Co., of St. Louis, Mo.

Over 73 per cent of the grain farmers in the Dakotas and Minnesota treat their seed grain for smut, according to reports sent the Northwest Grain Smut Prevention Com'tee Minneapolis, Minn. According to Sec'y E. J. Berdahl, this percentage was arrived at from questionnaires sent to 2,900 grain elevator operators in 195 communities. Some grainmen reported back that 100 per cent of the farmers treated for smut.

Milwaukee, Wis.—Milwaukee now has what is said to be the largest exclusive seed elevator and seed storage plant in the country, in the new seven story addition recently completed of re-inforced concrete for the L. Teweles Seed Co. Total sacked seed storage amounts to 190,000 square feet and some 90,000 bus. is available for bulk storage and handling. This seed house embarked on a 500,000 expansion program last summer, of which these additions and improvements are understood to be a portion. The company was founded in 1863 and is one of the oldest in the city. The officers are, Hugo Teweles, president; Lawrence Teweles, vice-president, and Max Teweles, secretary-treasurer.

Government Would Confiscate Board of Trade.

There reached Chicago today from Washington official copies of Senator Capper's latest contribution to the literature favoring bureaucratic control of business built up by private initiative and capital during an extended period of years.

This latest Capper bill contains about all the radical bureaucratic suggestions, as affecting the grain exchanges of which we have heard.

Under the terms of this new bill about all that is left to the Exchanges is responsibility to conduct a supposedly open public market under conditions which would make a market impossible.

Restricted trading for traders but unlimited trading and governmental market operations provided for.

Federal inspection of grain to be offered on contract, federal determination of what shall be contract grain and at what differentials, federal rules for every detail of conduct of future trading, with absolute authority to determine in what quantities an individual may trade below the maximum to be fixed by law, federal control of trading credit including marginal deposits.

It is known as S. 3575. It is well designed, a companion to the McNary-Haugen bill, to

deliver the grain marketing machinery to a government agency without compensation.—L. F. Gates, of Lamson Bros. & Co.

Treat Seed Oats To Avoid Smut Losses.

The large annual losses in oat yields due to smut disease can be almost wholly prevented simply by dipping, spraying, or sprinkling the seed with a formaldehyde solution a short time before sowing, says the U. S. Department of Agriculture. The importance of smut in oats is generally overlooked because its effect is inconspicuous at harvest time and the market value of the threshed grain is usually not impaired. During the past 10 years for which records are available oat smuts have taken estimated annual tolls ranging from 29,000,000 to 91,000,000 bus. and an estimated average annual loss amounting to 48,991,700 bus.

SPRAYING: One pint of formaldehyde is sufficient to treat 50 bus. of seed oats. Several methods of applying the solution are effective, and the one to use is only a matter of preference. For the spray method, mix 1 pint of formaldehyde with 1 pint of water and pour into a quart sprayer. If fewer than 50 bus. are to be treated, use a correspondingly smaller quantity of the solution. Shovel the oats from one pile to another, spraying each shovelful. A scoop-shovelful of seed requires about four strokes of the piston of the spray gun. After the oats are sprayed, shovel them into a pile and cover with blankets or sacks that have been thoroughly sprayed to kill smut pores. The pile should remain covered at least 5 hours, and may be left covered overnight. Treatment may be given at any time previous to sowing, but when seeding is delayed the oats should be spread out and aired for a day before storing.

SPRINKLING: To treat 50 bus. by the "sprinkle method" add 1 pint of formaldehyde to 40 gallons of water and apply with a sprinkling can while the oats are being shoveled from one pile to another. Cover in the same way and leave at least 2 hours or overnight. On removing the cover sow immediately, making allowance for the swollen condition of the seed when setting the drill. If sowing is delayed, the treated seed should be spread out and thoroughly dried.

DIPPING: Another method consists in putting the seed into loosely woven burlap or gunny sacks and dipping the sacked grain into a solution of 1 pint formaldehyde in 40 gallons of water. Dip the sacks of grain into the solution two or three times, or until the grain is thoroughly wet. Remove from the solution and let drain at least 2 hours or overnight. Then sow immediately or spread out to dry.

After using the sprinkle and dip methods, care should be taken to avoid freezing or heating of wet seed. In all methods, avoid contaminating the treated seed.

Opposed to Federal Inspection.

I am convinced that federal supervision is much preferable to federal inspection of grain and I think we should fight to the fullest possible extent of our ability any effort to change federal supervision of grain inspection to straight-out federal inspection, as in my opinion we have too much federal activities now.

I have had communications from the Denver Grain Exchange and the Oklahoma Grain Dealers Ass'n urging that we fight the Frazier bill, which is known as Senate Bill 5696. I am quite surprised in a recent circular issued by the Secretary of the Kansas Ass'n, he says his Ass'n is in favor of the Frazier bill, for the reason I do not see how any Grain Dealers Ass'n could favor any more bureaucratic control of our country than we have.—H. B. Dorsey, Sec'y Texas Grain Dealers Ass'n.

Will Hold a World's Grain Exhibition.

It is proposed to hold a World's Grain Exhibition in Regina, Sask., in 1932. A resolution approving the idea was unanimously carried at a meeting March 17 at which representatives of all western interests, public and private, were in attendance. The idea is a good one and it is to be hoped that it will be found practicable. The year selected for the exhibition will be the 50th anniversary of the arrival of the Canadian Pacific railway line at Regina.

Red Top Seed Found Adulterated.

Samples of red top seed examined by the Seed Laboratory of the Bureau of Plant Industry were adulterated in 32 out of 559 cases, timothy always being the adulterant. There was a wide range in the degree of adulteration, a number of samples containing as little as 22 per cent of red top, altho most of them averaged considerably higher. One sample in particular contained less than 1 per cent of red top, 86 per cent of timothy, and the rest was weeds, dirt, and chaff.

Clean Seed Wheat of the Wild Oats.

Wild oats are the curse of the Northwest, the evil being perpetuated year to year by the fact that the weeds cannot be cultivated out as when growing corn, and by careless farmers actually sowing wild oats with wheat.

An ordinary fanning mill or alleged wild oats separator will not take out all the wild oats. If light the wild oats will be blown out and if small they can be screened out, but a specially designed device should be used to get out every wild oat. The special device seems absolutely necessary in cleaning the wild oats out of cultivated oats, barley or rye.

The local elevator operator will be well repaid by helping the farmers to get clean seed in the saving of freight paid on dockage shipped out of the elevator.

Directory

Grass and Field Seed Dealers

One line, one year (24 issues), \$10.00.

AMARILLO, TEXAS.

Hardeman-King Co., field seed merchants.

BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale and merchants.

CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

CONCORDIA, KANS.

The Bowman Seed Co., wholesale field seeds.

COUNCIL BLUFFS, IOWA.

Council Bluffs Seed Co., seed corn, nothing else.

CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.

FT. WAYNE, IND.

Kraus & Apfelbaum, field seed dealers.

KANSAS CITY, MO.

J. G. Peppard Seed Co., field seed merchants.
Rudy-Patrick Seed Co., field seed merchants.
Tobin-Quinn Seed Co., Missouri Blue Grass.

LIMA, OHIO.

Ackerman Co., The, wholesale grass field seeds.

LOUISVILLE, KY.

Louisville Seed Co., clover and grasses.

MILWAUKEE, WIS.

Courteen Seed Co., field seeds.
Kellogg Seed Co., field and grass seeds.
North American Seed Co., wholesale grass & field seeds.
Teweles Seed Co., L., field and grass seeds.

MINNEAPOLIS, MINN.

Minneapolis Seed Co., field seed merchants.
Northrup King & Co., field seeds.

ST. LOUIS, MO.

Corneli Seed Co., field-grass-garden seeds.
Mangelsdorf & Bro., Ed. F., wholesale field seeds.

Books Received

POOLING ALBERTA'S WHEAT, gives a brief history of the Alberta Wheat Pool, explains its organization, aims, the pool contract, the selling of pooled grain and facts about grain marketing. Copies may be obtained free from the publicity department, Alberta Wheat Pool, Calgary, Alberta, Canada.

INSECTS INJURIOUS TO RICE CROP, describes a stinkbug, a water weevil, two species of borers, and several minor pests which attack growing rice, lowering the yield and injuring the quality of the grain. The most approved methods of controlling them are set forth. Farmers Bulletin No. 1543. Copies may be procured from the U. S. Government Printing Office, Washington, D. C., at 5 cents per copy.

INHERITANCE OF AWNEDNESS, YIELD, AND QUALITY in Crosses Between Bobs, Hard Federation, and Propo Wheats at Davis, California is technical. The treatise is by J. Allen Clark, Agronomist in Charge, Western Wheat Investigations; Victor H. Florell, Associate Agronomist, and John R. Hooker, Scientific Aid, Office of Cereal Crops and Diseases, Bureau of Plant Industry, in co-operation with the California Agricultural Experiment Station. Bulletin No. 39, U. S. Dept. of Agriculture, Washington, D. C.

MILLING STUDIES, by Edgar S. Miller, is a very thoro and complete survey of the flour milling process. This is the latest of the six books published by National Miller and is in many respects the most remarkable book ever offered to milling and allied industries. It is intended rather as a text book for the man actually employed in milling, who has had a comparatively limited education and consequently needs brushing up on elementary mathematics, physics and chemistry as applied to milling. Some of the chapter headings under the head of "Elements of Scientific Milling" are: Arithmetical Problems for Millers; Signs, Symbols and Formulas; Physics and Its Application to Milling; Heat, Temperature and Friction; Basic Principles of Chemistry; Common Elements and Their Relation to Wheat and Flour; The Mill Mix and Tempering; Temperature and Air Washing; Preparation for Milling; Roll Surfaces; Grading and Purifying; Reduction of Middlings and Tailings; Effects of Reduction Upon Flour Color and Purity; Reducing and Bolting Processes; Testing Flour; The Hydrogen Ion Determination and Other Factors Influencing Flour in Baking. Part 2, an "Analysis of a Flow Sheet," devotes some fifty odd pages to design engineering. Published by the National Miller, Chicago. Price, \$5.

CO-OPERATIVE MARKETING IN CANADA is a history of the rise and fall of the many organizations for the co-operative marketing of grain in Western Canada, from the Territorial Grain Growers Ass'n of 27 years ago to the Canadian Co-operative Wheat Producers, Ltd., of today. This constant state of flux is due to chronic dissatisfaction of the wheat growers with whatever system of marketing they are under. After the United Grain Growers and the Saskatchewan Co-operative Elevator Co. had fully developed into perfect flower they were attacked by the Farmers Union, as stated by the author, J. F. Booth, agricultural economist, division of co-operative marketing, Bureau of Agricultural Economics, which led to the present wheat pool. If history repeats itself the present pool will be succeeded in the course of time by a new dominant control, and if none

such be devised it may disintegrate, a process that would be hastened by the state of chronic discontent. The author points out that conditions in the new country of Canada are not identical with the older developed United States, making the marketing of wheat in the United States more difficult, discouraging organization along national lines. The author devotes a page to pool v. non-pool prices, in recognition of the fact that unless the pool nets the farmer more money it has no justification for its existence. The author was unable to show that the pools pay more than the private agencies and therefore dismisses the matter with the following: "Because of the inadequacy of satisfactory data comparisons of pool and non-pool prices have little if any value. For that reason no attempt will be made to compare such prices in the bulletin." Technical Bulletin No. 63, 116 pages, U. S. Dept. of Agriculture, Washington, D. C. Price 20 cents.

LEARNING TO LIVE WITH THE EUROPEAN CORN BORER, by W. P. Flint, J. C. Hackleman, F. C. Bauer, and I. P. Blauser, is a very well illustrated and equally well prepared treatise touching every phase of the subject in hand. This circular, with colored map of infestations and infested areas, is a revision of that, No. 313, issued a year previous, carrying the study much further. Among the findings are: that field experiments in Ohio show that plowing under infested cornstalks and stubbles is an effective method of control, provided the stalks, stubble, and trash are turned under so completely that nothing remains on the surface and no refuse will be dragged to the surface when the seed bed is being prepared or when the crops are being cultivated before the moths emerge. . . . When corn is cut for the silo, the stubble which is left should not be over 2 inches high. If this precaution is taken, the majority of the borers will be removed from the field and killed by the ensilage cutter, and the remainder will be killed in the silo. . . . Discing-down cornstalks, as is usually done in preparing the ground for oats and other spring grain, kills only about 11 per cent of the borers and should not be practiced in the infested area. . . . Special oil burners and stubble pulverizers will probably be very little used in Illinois. Destroying borers with oil burners costs from \$12 to \$15 an acre. A large outlay is required for expensive equipment, and a large force of men for the operation. . . . Feed lots should be cleaned of cornstalk refuse. . . . The stubble pulverizer proved only partially satisfactory in the infested area last spring. For best results the stubble should stand erect, and be not over 10 inches high. Since there are very few stubble fields in Illinois, the stubble pulverizer will have very little if any use in this state. . . . Under borer infestation the cost of growing corn will be increased because of the expense of clean up. . . . Of the field crops commonly grown in Illinois, corn, sorghum and broom corn are the only ones likely to be seriously damaged. Legumes and small grains are not commercially damaged even in the most heavily infested areas in Canada. A few borers may be found in these crops however.—Circular 321, University of Illinois College of Agriculture and Agri. Exp. Sta., Urbana, Ill.

The government operated British telegraph system is losing \$8,000,000 annually according to the official report of Mar. 23. Over the world wherever a Government tries to serve in any capacity, the bureaucrats insure waste and inefficiency.

C. B. Cole Passes On.

One of the oldest prominent grain dealers and millers of Southern Illinois, C. B. Cole, died on March 13 at his home in Chester, Ill. Mr. Cole had returned from his winter home in Biloxi, Miss., but three days prior to his passing away.

He had complained of a pain in his arm the day before his death, but this ailment improved until his last moments.

Mr. Cole had recently made a Memorial Library possible and had hoped to live to see it completed.

He had been closely identified with the Millers National Ins. Co., for many years as vice-pres., president and chairman of the Board and at one time he was president of the Miller's Nat'l Ass'n.

Insurance Notes

Owners of grain elevators in towns having fire protection owe it to themselves and to adjacent property owners to insist that water hydrants be installed within 500 ft. of their plants so that, they may share in the fire protection which they are taxed to maintain.

The experience of 1927 from the lightning hazard, was no more favorable than during the previous three years, when you take into consideration the number of losses compared to the number of unprotected elevators. The loss in dollars was very materially reduced due to the fact that such a large number of elevators have been equipped with lightning protection. Had we collected enough money from the owners of the unprotected plants, to have made up the lightning losses, the additional cost of the insurance would have been about \$10.00 per \$1,000.—C. R. McCotter, Asst. Secy. Grain Dealers National Mutual Fire Ins. Co.

The subrogation waiver cannot be attached to standard fire insurance policies on elevators and their contents as the Milwaukee Terminal Elevator Grain Merchants Ass'n desired, according to a ruling by the state insurance department. The attorney general gave an opinion on which the state insurance department based its refusal to grant authority to insert such a waiver. The clause reads: "In consideration of the rate at which this policy is written, this company hereby waives all rights which it may have or acquire through payment of loss or damage under this policy to recover the amount paid for such loss or damage from any railroad, and, or railway company or companies. Anything inconsistent herewith in the policy notwithstanding."

Porto Rico: A soil survey of the Island is to be conducted by the U. S. Department of Agriculture, Bureau of Soils, four years to be taken to the task. Salaries are to be paid out of U. S. D. A. funds, but their traveling and per diem expenses will be borne by the insular government.

Consideration of the Frazier Bill, which would institute federal inspection of grain, was given in conference in Chicago on March 6 by representatives of state grain inspection departments and the grain exchanges of Minneapolis, Peoria, Sioux City, Buffalo, Baltimore, Cairo, New York, Chicago, Louisville, Omaha and Kansas City.

LIGHTNING

is your worst spring time enemy. Do not run the risk of losing your elevator just before crop movement time.

The properly rodded elevator earns a reduction in insurance rates which pays the cost of lightning rod installation in a short time.

The Dodd System of Lightning Protection is protecting hundreds of grain elevators. You owe it to yourself to give your elevator the same protection.

Write for details

Dodd & Struthers
Des Moines, Iowa

FIRE



can quickly consume your business, which has taken years to build up. Fire Barrels at strategic places throughout your elevator provide good protection against this menace.

Write for particulars relative to our better Fire Barrels and High Test Calcium Chloride which prevents freezing and evaporation.

Carbondale Fire Protection Co.
Carbondale, Penn.

MERIT SELLS THE EMERSON —NOT COMPARISON

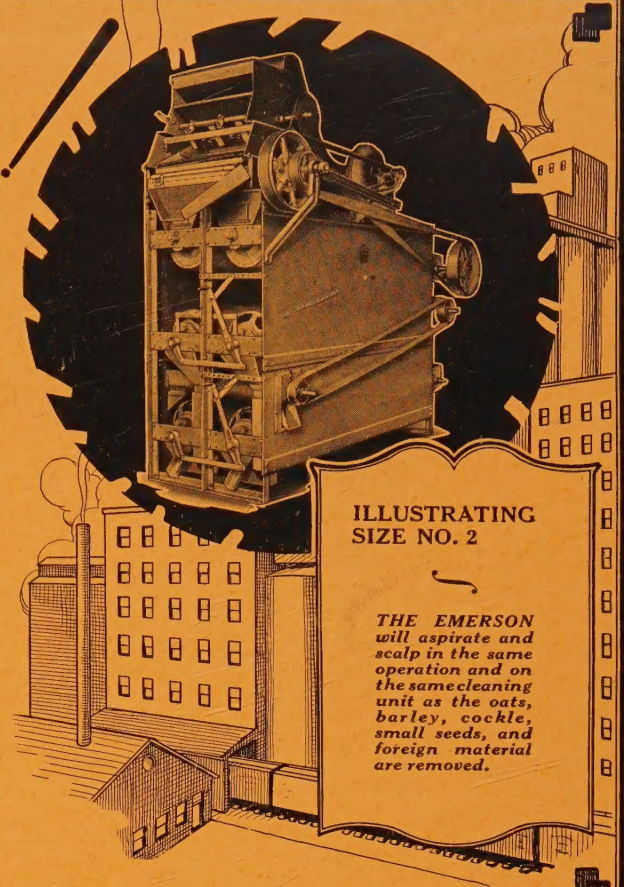
Every day comparisons are made in grain cleaning systems. The fact remains, however, that for general grain cleaning purposes the

TWIN CITY EMERSON Cylinder Grain Separator

is without an equal. It is so flexible that it can be readily adapted to meet your individual requirements without change of equipment. The EMERSON is made in six sizes for terminal as well as small elevators.

We're ready to give you complete facts. Write or wire today.

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Minneapolis, Minn. Canada



ILLUSTRATING
SIZE NO. 2

THE EMERSON will aspirate and scalp in the same operation and on the same cleaning unit as the oats, barley, cockle, small seeds, and foreign material are removed.

A MILLER wrote to a Mill Mutual Company:

"If you discarded your insurance feature, I would still be willing to pay my insurance cost for the benefit of your company's inspections."

The service given by the Mill Mutuals is of far greater importance than any saving in cost.

Many realize this and when any insurance problem arises they at once discuss it with their Mill Mutual Company or the

Mutual Fire Prevention Bureau
230 E. Ohio Street
Chicago, Ill.



"Enclosed Motors"

is the title of the recently published supplement to our booklet, "Electric Power for Country Elevators." Anyone interested in motors for either a new installation or replacements will find here illustrated the latest developments. If you are making an entirely new installation, ask for both booklet and supplement.

GRAIN DEALERS NATIONAL MUTUAL FIRE INS. CO.
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Secretary-Treasurer
Indianapolis, Ind.

C. R. McCotter
Asst. Secy. and Western Mgr
Omaha, Neb.

Western Grain Dealers Mutual Fire Insurance Company

DES MOINES, IOWA
J. A. KING, President
A Legal Reserve Mutual Fire Insurance Company

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We write Fire and Tornado Insurance covering Grain Elevators and contents, also Dwellings and Mercantile property.
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Denver
Detroit
Milwaukee

Minneapolis
New Orleans
Baltimore

Dallas
Utica
Cincinnati

New York
Pittsburgh
St. Louis

Louisville, Ky.
Wilkes-Barre
San Francisco

Los Angeles
Oakland
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Seattle
Toronto
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